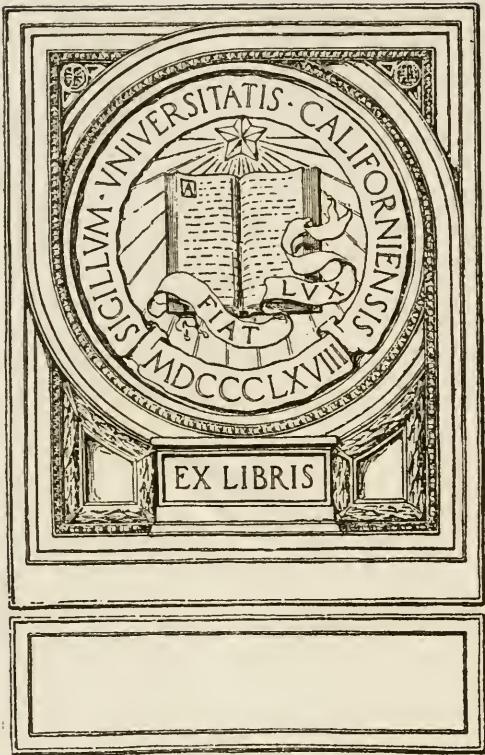


UC-NRLF



B 4 498 629











1600 BUSINESS BOOKS



# 1600 BUSINESS BOOKS

A LIST BY AUTHORS, BY TITLES AND  
BY SUBJECTS

COMPILED BY SARAH B. BALL, IN CHARGE OF THE BUSINESS  
BRANCH, UNDER THE SUPERVISION OF JOHN COTTON DANA,  
LIBRARIAN FREE PUBLIC LIBRARY OF NEWARK, NEW JERSEY,  
CHAIRMAN OF THE COMMITTEE ON LIBRARIES OF THE  
ASSOCIATED ADVERTISING CLUBS OF THE WORLD

THE H. W. WILSON COMPANY  
WHITE PLAINS, N. Y., AND NEW YORK CITY  
1916

PUBLISHED JUNE, 1916

PRICE 75c.

## PREFACE

This catalog is the result of nearly nine years' search for printed matter relating to business. The difficulty of discovering and selecting the literature of business—using literature in its broadest sense to include all printed matter—and the constant calls for information about it, led us to record what we found for the use of that rapidly increasing number of people who are interested in business books and business libraries.

The size of this list is alone a convincing argument for the importance of its subject. It was compiled primarily to give the business men of Newark a comprehensive yet simple guide for office use to the books, directories, periodicals, etc., in the Business Branch of the Newark Free Public Library. It is published now that the libraries and business men of other cities may have ready access to the results of our efforts to exploit a field of print as yet little known. This book is not a complete list of business literature, nor even a complete catalog of all that is in the Business Branch, which includes several thousand books of a general character, with many encyclopedias and reference books.

The books in the Main Library on economics, science and technology are not duplicated at the Branch. The whole Main Library collection, which includes a fully equipped Technical Department, is made easily available to Business Branch borrowers by telephone and by three daily deliveries between the two. Some subjects have been included which have only an indirect relation to business. No attempt has been made to give more than a suggestion of what may be found on these related subjects.

Acknowledgment is hereby made of the very helpful cooperation of the Associated Advertising Clubs of the World in the publication of this catalog. This association is the first national business organization to recognize the value of public libraries to business. It has carried forward a campaign to interest public libraries in business literature and to interest advertising clubs in public libraries.

Singularly enough, business men have been the last to ask or to receive special consideration from tax-supported public libraries: coming after scholars, scientists, artists, children, teachers, club-women, manufacturers, artisans, foreigners, for whom most persons seem to think libraries were specially established. The public library is now concerning itself with business in all its aspects and in broadening its work has found a strong ally in the Associated Advertising Clubs of the World.

If this catalog seems to fill a need, a revision will be published later giving publishers, prices and annotations. If there is a call for them, supplements will be issued from time to time, which will be incorporated in the revision.

SARAH B. BALL

*Business Branch, Free Public Library.  
Newark, N. J., May 1, 1916*

# Explanations

## How to Use This List

This is a guide to books, directories and periodicals relating to business, commerce and finance. Advertising, selling, accounting, credit, office management and methods, efficiency and the administrative side of business are fully represented.

It is more than a list of books; it is a complete catalog, with authors, titles and subjects, arranged in a single alphabet. Each book, directory or periodical is entered under author, title, and as many subjects as may be needed to represent it fully.

To find books on a given subject, look for that subject as in an encyclopedia; to find books by a given author, look for that author; to find a book with a given title, look for that title.

Books have been listed under catch titles in addition to the official titles. For example, "A B C Universal Commercial Electric Telegraphic Code" is also entered under "A B C Cable Code."

A book by two authors is listed under the name of each author. For example, "Letters that Make Good," by G. W. Poole and J. J. Buzzell, appears under Poole with no mention of Buzzell, and under Buzzell with no mention of Poole.

Under each subject are references to closely related subjects. For example: "Express service. See also Forwarders; Parcel Post; Postal service; Railroads—Rates; Shipment of goods; Transportation."

"Prices. See also Cost; Cost and standard of living; Economics; Gold; Panics; Wages."

"Advertising. See also Advertising cards; Advertising law; Bill posting trade; House organs; Mail order business; Novelties; Posters; Salesmanship; Window dressing."

Special lists have been included as follows:

"Jobbers, commission merchants, etc," lists all the directories containing this information as well as export agents, manufacturers' agents, brokers, etc.

"Trade and commercial organizations" lists all the directories that include lists of organizations with officers, etc.

"Directories, Trade and professional," etc. lists 163 directories and annual publications.

"Directories, Foreign" lists the more important directories of foreign countries.

"Trade marks" lists all the directories that index articles sold under a trade name.

"Periodicals" lists representative business periodicals.

"Year-books" lists many publications of a general character.

## Abbreviations Used

Acad.	Academy
Adv.	Advertising
Alex.	Alexander
Amer.	America, American
Assoc.	Association, Associated
Bus.	Business
Com.	Commission
Cor.	Correspondence
Cyc.	Cyclopedia
Dept.	Department
Dy Coll.	Directory Collection or Filed with Directory Collection

Inst.	Institute
Internat.	International
Lib.	Library
Mod.	Modern
Nat.	National
Pol.	Political
Pubs.	Publishers
Sch.	School
Ser.	Series
Soc.	Social
Sys.	System
Tel.	Telephone

# 1600 BUSINESS BOOKS

- A B C cable code. 5th ed. 1915. Dy Coll  
A B C of banks and banking. Coffin, G. M.  
1901. 332C65  
A B C of bookkeeping. Dicksee, L. R. 1908.  
657D561  
A B C of foreign exchanges. Clare, G.  
1895. 332C54  
A B C of iron and steel. Backert, A. O.  
Dy Coll  
A B C of life insurance. Willard, C. E.  
1908. 368W662  
A B C of options and arbitrage. Nelson,  
S. A. 1904. 332N3321  
A B C of salesmanship. Rust, T. D. 1914.  
658.9R92  
A B C of stock speculation. Nelson, S. A.  
1902. 332N3322  
A B C of taxation. Fillebrown, C. B. 1909.  
336F48  
A B C of Wall street. Nelson, S. A. 1900.  
332N332  
A B C universal commercial electric telegraph-  
ic code. Thue, W. C. 5th ed. 1915.  
Dy Coll  
Abbott, B. V. Clerks' and conveyancers' as-  
sistant. 3d ed. 1911. 347.93Ab2R  
About advertising and printing. Fowler, N. C.,  
jr. 1889. 659F82  
Abstract writing. See Précis writing  
Abstracts of titles. See Land titles  
Abyssinia—Directories. See Directories, For-  
eign  
Academy of political science.  
Banking and currency in the U. S. 1913.  
332.1Ac11  
Reform of the currency. 1911. 332.1Ac1  
Accident insurance. See Insurance, Accident;  
Insurance, Casualty; Insurance, Employer's  
liability; Insurance, Industrial  
Accident prevention and relief. Schwedtman,  
F. C. 1911. 331.82Sch9  
Accidents, Industrial  
Amer. acad. of pol. and soc. science. Risks  
in modern industry. 1911. 331.82Am3  
Fidelity and casualty company of N. Y.  
Prevention of industrial accidents. 1909.  
331.82F44  
Schwedtman, F. C. Accident prevention and  
relief; Europe, with special attention to  
England and Germany, and recommenda-  
tions for action in the U. S. 1911.  
331.82Sch9  
Tolman, W. H. Safety; methods for pre-  
venting occupational and other accidents  
and diseases. 1913. 331.82T58  
U. S. Bureau of labor statistics. Industrial  
accidents and hygiene series. VF  
See also Employers' liability; Insurance,  
Accident; Safety appliances  
Accidents, Industrial—Periodicals  
Safety engineering. Monthly  
See also Factory management—Period-  
icals  
Accountancy. See Accounting  
Accountancy of investment. Sprague, C. E.  
1914. 657Sp712  
Accountants  
Amer. assoc. of public accountants. Year-  
book. 657Am3  
Woolf, A. H. Short history of accountants  
and accountancy, with a bibliography.  
1912. 657W88  
Accountant's and bookkeeper's vademecum.  
Whatley, G. E. S. 1893. 657W55  
Accountants' library  
Fraud in accounts. v. 30. 1910. 657F86  
Tyler, E. A. Insurance companies accounts.  
v. 36. 1905. 368T97  
Accounting  
Accounting and office methods. (In Bus.  
man's lib. v. 10) 658B962  
Accounting and office methods. (In Lib. of  
bus. practice. v. 9) 658L61  
Amer. assoc. of public accountants. Year-  
book. 657Am3  
Amer. school of correspondence. Cyclopedie  
of commerce, accountancy, business adminis-  
tration. 10v. 1910. 650Am3  
Bentley, H. C. Science of accounts. 1911.  
657B441  
Broaker, F. Amer. accountants' manual.  
1897. 657B78  
Cole, W. M. Accounting and auditing. 1910.  
657C6711  
Cole, W. M. Accounts; their construction  
and interpretation. 1915. 657C6712

- Accounting—*Continued*
- Day, C. M. Accounting practice. 1908. 657D33
  - Dickinson, A. L. Accounting practice and procedure. 1914. 657D562
  - Dickinson, A. L. Accounting practice and procedure. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7) 650Am3
  - Dicksee, L. R. Advanced accounting. 4th ed. 1911. 657D5613
  - Dicksee, L. R. Goodwill and its treatment in accounts. 3d ed. 1906. 657D5612
  - Eddis, W. C. Manufacturers' accounts; a text-book for manufacturers, merchants, accountants and book-keepers. 3d ed. 1904. 657Ed2
  - Esquerré, P. J. Applied theory of accounts. 1914. 657Es6
  - Fraud in accounts, by the editor. 2d ed. 1910. (Accountants' lib. v. 30) 657F86
  - Garrison, E. E. Accounting every business man should know. 1909. 657G19
  - Greendlinger, L. Accounting theory and practice; accounting principles and methods, illus. by modern forms and problems. 1910. (Alex. Hamilton inst. Mod. bus., v. 3) 657G821
  - Griffith, J. B. Theory of accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4) 650Am3
  - Griffith, J. B. Voucher system of accounting. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 4) 650Am3
  - Haskins, C. W. Business education and accountancy. 1904. 657H27
  - Hatfield, H. R. Modern accounting, its principles and problems. 1911. 657H28
  - Heitmann, H. Course in the theory and practice of higher accounting. 1910. 657H36
  - Hurtt, J. M. Dividend law and some of its applications. 1909. 657H94
  - Interstate commerce commission. Bureau of statistics and accounts. Pamphlets. VF
  - Klein, J. J. Elements of accounting. 1913. 657K67
  - Leake, P. D. Depreciation and wasting assets and their treatment in assessing annual profit and loss. 1912. 657L47
  - Lisle, G. Accounting in theory and practice. 1909. 657L68
  - MacFarland, G. A. First year in bookkeeping and accounting. 1913. 657M16
  - Moore, J. H. Accounting and business practice. 1902. 657M781
  - Moxey, E. P. Accounting systems appropriate to different kinds of business. 1911 (Alex. Hamilton inst. Mod. bus. v. 10) 657M871
  - Same as Practical accounting methods 657P88
  - Pixley, F. W. Accountancy. 1908. 657P68
  - Practical accounting methods appropriate to various kinds of business. 1913. 657P88
  - Same as Moxey, E. P. Accounting systems. 657M871
  - Racine, S. F. Accounting principles. 1913. (Accounting students' ser.) 657R11
  - Racine, S. F. Guide to the study of accounting. 1914. (Accounting students' ser.) 657R111
  - Rowe, H. M. Bookkeeping and accountancy. 1911. 657R791
  - Soulé, G. New science and practice of accounts. 9th ed. 1911. 657So81
  - Sprague, C. E. Philosophy of accounts. 3rd ed. 1910. 657Sp7
  - Stephens, J. R. Principles of accounting. 1909. 657St4
  - Stockwell, H. G. Net worth and the balance sheet. 1912. 657St6
  - Sweetland, C. A. Science of loose leaf book-keeping and accounting. 1902. 657Sw3
  - Tipson, F. S. Theory of accounts. 2d ed. 1913. 657T49
  - Whatley, G. E. S. Accountant's and book-keeper's vademecum. 1893. 657W55
  - Wildman, J. R. Principles of accounting. 1913. 657W6411
  - See also Auditing; Bookkeeping; Card system in business; Good-will (in business); Valuation
- Accounting—Administration of estates
- Baugh, F. H. Theory and practice of estate accounting, for accountants, lawyers, executors, administrators and trustees. 1910. 657B32
  - Executors' work (In Practical accounting methods) 657P88
  - Same as Moxey, E. P. Accounting systems. 657M871
  - Griffith, J. B. Trustees' and executors' accounts. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 5) 650Am3
  - Hardcastle, J. Accounts of executors and testamentary trustees. 1903. 347H212
  - See also Administration of estates
- Accounting—Banks and banking
- Bank accounting. (In Practical accounting methods) 657P88
  - Same as Moxey, E. P. Accounting systems. 657M871

- Barrett, A. R. Modern banking methods and practical bank bookkeeping; illus. with 200 forms of bank books, records and blanks. 1907. 332B27
- Sweetland, C. A. Bank bookkeeping; methods in modern banks, incl. departmental organization and the duties of officers and clerks. 1910. 657Sw311
- Sweetland, C. A. Bank bookkeeping. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 7) 650Am3
- Accounting—Bibliography**
- Accountancy lib. assoc. Denver. Catalogue of accountancy. 1910. VF
- Amer. telephone and telegraph co. Catalogue, accounting library. 1914. VF  
See also Business—Bibliography
- Accounting—Brewing industry**
- Brewery accounting (In Practical accounting methods) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- Sweetland, C. A. Brewers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8) 650Am3
- Thornton, F. W. Brewery accounts. 1913. (Ronald accounting ser.) 657T392
- Accounting—Brokers**
- Day, J. E. Stock brokers' office organization, management and accounts. 1912. 332.6D33
- Sweetland, C. A. Stock brokers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3
- Accounting—Building and loan associations**
- Accounting system of a building and loan association. (In Practical accounting methods.) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- Accounting—Charities.**
- Cole, W. M. Cost accounting for institutions. 1913. (Ronald accounting ser.) 657C671
- Accounting—Contractors**
- Wright, Hugh. Contractors' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9) 650Am3
- Accounting—Corporations**
- Bentley, H. C. Corporate finance and accounting; corporate finances and securities; negotiable instruments; and the powers, etc. of the corporation treasurer; with forms. 1911. 657B44
- Dickinson, A. L. Profits of a corporation. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6) 650Am3
- Griffith, J. B. Corporation accounts and voucher system. 1910. 657G87
- Griffith, J. B. Corporation and manufacturing accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4) 650Am3
- Keister, D. A. Corporation accounting and auditing; a treatise on higher accounting. 11th ed. 1906. 657K26
- Lyons, J. A. Modern corporation accounting. 1908. 657L99
- Macpherson, F. H. Corporation accounting and investigations. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6) 650Am3
- Marshall, C. C. Corporation and voucher accounting. 1902. 657M352
- Mulhall, J. F. J. Quasi-public corporation accounting and management. 1905. 657M89
- Rahill, J. J. Corporation accounting and corporation law. 1905. 657R12
- Accounting, Cost**
- Arnold, H. L. Complete cost keeper; original systems of shop cost-keeping or factory accounting; advantages of account keeping by means of cards instead of books and a description of mechanical aids to factory accounting. 1912. 657Ar61
- Bunnell, S. H. Cost-keeping for manufacturing plants. 1911. 657B88
- Burroughs adding machine co. Cost keeping short cuts, from experiences in many lines of business. 1910. 657B941
- Carpenter, C. U. Profit making in shop and factory management. 1908. (Works management lib.) 658C22
- Church, A. H. Production factors in cost accounting and works management. 1910. (Works management lib.) 658C47
- Church, A. H. Proper distribution of expense burden. 1908. (Works management lib.) 657C47
- Cole, W. M. Cost accounting for institutions. 1913. (Ronald accounting ser.) 657C671
- Costs and statistics. (In Lib. of bus. practice. v. 10) 658L61
- Evans, H. A. Cost keeping and scientific management. 1911. 658.1Evi
- Franklin, B. A. Cost reports for executives as a means of plant control. 1913. 657F85
- Gillette, H. P. Cost keeping and management engineering; for engineers, contractors and superintendents engaged in the management of engineering construction. 1909. 658G41
- Gilman, S. W. Cost accounts. (In Auditing and cost accounts. pt. 2. 1911. Alex. Hamilton inst. Mod. bus. v. 11) 657Au2

## Accounting, Cost—Continued

- Griffith, J. B. Records of labor and manufacturing orders. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Hall, H. L. C. Manufacturing cost. 1904. 657H14
- Millener, C. A. Cost accounts. 1901. 657M61
- Moxey, E. P. Principles of factory cost keeping. 1913. 657M87
- Nichols, W. G. Cost finding. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8) 650Am3
- Nicholson, J. L. Cost accounting, theory and practice. 1913. (Ronald accounting ser.) 657N521
- Nicholson, J. L. Nicholson on factory organization and costs. 1911. 657N52
- Operation and costs; bringing factory production up to capacity; scheduling and dispatching work; maintaining quality; cost keeping methods and systems; cost cutting and plant control. 1915. (Factory management ser.) 658.1Op2
- Strachan, W. Cost accounts, 3d ed. 1909. 657St8
- Unckless, L. How to find manufacturing costs and selling costs. 1909. 657Un1
- Webner, F. E. Factory costs; for cost accountants and factory managers. 1911. 657W39
- Wildman, J. R. Cost accounting. 1911. 657W64  
See also Accounting—Factories; Factory management
- Accounting—Department stores
- Accounting and system (In Dry goods economist. Store service and equipment section.)
- Department store accounting. (In Practical accounting methods.) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- Sweetland, C. A. Department store accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10) 650Am3
- Accounting—Electric lighting
- Edwards, H. M. Electric light accounts and their significance. 1914. 657Ed9
- Accounting—Electric railroads
- Forse, W. H. Electric railway auditing and accounting. 1908. 621.3F74  
See also Accounting—Street railroads
- Accounting—Engineering
- Gillette, H. P. Cost keeping and management engineering, for engineers, contractors and superintendents engaged in the management of engineering construction. 1909. 658G41
- Accounting—Estates, see Accounting—Administration of estates
- Accounting—Factories
- Arnold, H. L. Complete cost-keeper; original systems of shop cost-keeping or factory accounting, advantages of account keeping by means of cards instead of books and a description of mechanical aids to factory accounting. 1912. 657Ar61
- Arnold, H. L. Factory manager and accountant. 1903. 657Ar6
- Bunnell, S. H. Cost-keeping for manufacturing plants. 1911. 657B88
- Carpenter, C. V. Profit making in shop and factory management. 1908. (Works management lib.) 658C22
- Church, A. H. Production factors in cost accounting and works management. 1910. (Works management lib.) 658C47
- Church, A. H. Proper distribution of expense burden. 1908. (Works management lib.) 657C47
- Elbourne, E. T. Factory administration and accounts. 1914. 657El1
- Franklin, B. A. Cost reports for executives as a means of plant control. 1913. 657F85
- Garcke, E. Factory accounts, their principles and practice; for accountants and manufacturers, with appendices on the nomenclatures of machine details, etc. 5th ed. 1902. 657G16
- Griffith, J. B. Records of labor and manufacturing orders. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Hall, H. L. C. Manufacturing cost. 1904. 657H14
- Hathaway, C. E. Factory accounts. 1910. 657H282
- Moxey, E. P. Principles of factory cost keeping. 1913. 657M87
- Nicholson, J. L. Nicholson on factory organization and costs. 1911. 657N52
- Strachan, W. Cost accounts, 3d ed. 1909. 657St8
- Unckless, L. How to find manufacturing costs and selling costs. 1909. 657Un1
- Webner, F. E. Factory costs; for cost accountants and factory managers. 1911. 657W39  
See also Accounting, Cost; Factory management
- Accounting—Gas companies
- Gas accounting. (In Practical accounting methods.) 657P88

- Same as Moxey, E. P. Accounting systems. 657M871
- Accounting—History  
Woolf, A. H. Short history of accountants and accountancy, with a bibliography. 1912. 657W88
- Accounting—Holding companies.  
Lybrand, W. M. Accounts of holding companies. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 6) 650Am3
- Accounting—Hospitals  
Cole, W. M. Cost accounting for institutions. 1913. (Ronald accounting ser.) 657C671
- Accounting—Hotels  
Sweetland, C. A. Accounting for clubs, hotels, societies. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 10) 650Am3
- Accounting—Insurance  
Accounting system of a life insurance company. (In Practical accounting methods.) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- Fire insurance accounting. (In Practical accounting methods.) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- Sweetland, C. A. Insurance accounts. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 9) 650Am3
- Sweetland, C. A. Insurance and real estate accounts. 1910. 657Sw31
- Tyler, E. A. Insurance companies accounts. 1905. (Accountants' library. v. 36) 368T97
- Wolfe, S. H. Examination of insurance companies. 1910. 368W832
- Young, T. E. Insurance office organization management and accounts. 658Y08
- Accounting—Investments  
Sprague, C. E. Accountancy of investment. 1914. (Ronald accounting ser.) 657Sp712
- Sprague, C. E. Text-book of the accountancy of investment. 1910. 657Sp71
- Accounting—Lumbering  
Jones, A. F. Lumber manufacturing accounts. 1914. (Ronald accounting ser.) 657J712
- Accounting—Mines and mining  
Charlton, W. H. Amer. mine accounting, methods and forms. 1913. 657C38
- Accounting—Municipal  
Bureau of municipal research. Handbook of municipal accounting, prepared by the Metz fund from descriptive and critical data collected, and constructive recommendations. 1913. 352.1B8912
- Cleveland, F. A. Chapters on municipal administration and accounting. 1909. 352C59
- Collins, A. Municipal internal audit. 2d ed. 1913. 352.1C69
- Eggleston, D. C. Municipal accounting. 1914. (Ronald accounting ser.) 657Eg3
- Macpherson, F. H. Municipal accounting; illus. by forms of books and reports. 1901. 352.1M24
- Municipal accounting. (In Practical accounting methods.) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- N. Y. City—Dept. of finance. Manual of accounting and business procedure. 1909. 657N48
- See also Municipal finance
- Accounting—Partnership  
Griffith, J. B. Single proprietorship and partnership accounts. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 4) 650Am3
- Accounting—Periodicals  
Journal of accountancy. Amer. assoc. of public accountants. Monthly.
- Journal of accountancy; index. v. 1-16. Nov., 1905—Dec., 1913. 657J821R
- Accounting—Printing  
Jobson, W. P. Accounting system for printing concerns. 1912. 657J57
- Sweetland, C. A. Publishers' and printers' accounts. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 7) 650Am3
- Accounting—Problems  
Bennett, R. J. C. P. A. questions and answers. 1914. 657B43
- C. P. A. problems and solutions. 1914-15. 657C11
- Cole, W. M. Problems in the principles of accounting. 1915. 657C6713
- Greendlinger, L. Accountancy problems, with solutions. 2v. 1910-11. 657G82
- Shepherd, J. M. Practical accounting problems. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 7) 650Am3
- Wildman, J. R. Elementary accounting problems. 1914. 657W641
- Accounting—Publishers  
Sweetland, C. A. Publishers' and printers' accounts. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 7) 650Am3
- Accounting—Railroads  
Hooper, W. E. Railroad accounting. 1915. 657H76

- Accounting—Railroads—Continued  
 Railroad accounting. (In Practical accounting methods.) 657P88  
 Same as Moxey, E. P. Accounting systems. 657M871
- Accounting—Real estate  
 Sweetland, C. A. Insurance and real estate accounts. 1910. 657Sw31  
 Sweetland, C. A. Real estate accounting. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 9) 650Am3
- Accounting—Retail trade  
 Sweetland, C. A. Retailers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8) 650Am3
- Accounting—Societies  
 Sweetland, C. A. Accounting for clubs, hotels and societies. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10) 650Am3
- Accounting—Street railroads  
 N. Y. state—Pub. service com.—1st district. Uniform system of accounts prescribed for street railroad corporations. 1908. 657N482
- Street railway accounting. (In Practical accounting methods.) 657P88  
 Same as Moxey, E. P. Accounting systems. 657M871  
 See also Accounting—Electric railroads
- Accounting—Telephone industry.  
 Amer. telephone and telegraph co. Standard telephone accounts, Bell tel. sys. 1910. 657Am32
- Accounting—Trustees. See Accounting—Administration of estates; Administration of estates
- Accounting—Wholesale trade  
 Griffith, J. B. Wholesale commission, and storage accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3
- Accounting every business man should know. Garrison, E. E. 1909. 657G19
- Accounting of investment. Sprague, G. E. 3 pts. 1906. 657Sp711
- Accounting students' ser.  
 Racine, S. F. Accounting principles. 1913. 657R11  
 Racine, S. F. Guide to the study of accounting. 1914. 657R111  
 Racine, S. F. Guide to the study of auditing. 1914. 657R1111
- Accounts of executors and testamentary trustees. Hardcastle, J. 1903. 347H212
- Acetylene plants—Directories  
 Brown's directory of American gas companies. Dy Coll
- Act to regulate commerce. Lust, H. C. 1915. 380L97
- Actuaries.  
 List of actuaries. (In Insurance year book; life, casualty and miscellaneous.) Dy Coll
- Adamis, C. C. Text-book of commercial geography. 1912. 380Adt
- Adams, F. U. Conquest of the tropics; enterprises conducted by the United fruit co. 1914. 634Adt
- Addressograph co. Short cuts and money-making methods. 1910. 658Ad2
- Adgie, W. Modern book-keeping and accounts. 1903. 657Ad3
- Administration of estates.  
 Hill, F. T. Care of estates; questions and answers concerning the duties, rights and liabilities of executors, administrators, trustees and guardians, with suggestions for legatees and testators. 1901. 347H55  
 Loring, A. P. Trustees handbook. 3d ed. 1907. 347L89  
 See also Accounting—Administration of estates; Appraising.
- Admiralty lawyers. See Lawyers
- Ads and sales. Casson, H. N. 1911. 659C27
- Advanced accounting. Dicksee, L. R. 1911. 657D5613
- Advanced book-keeping. Pitman, Sir I. and sons, publs. 657P682
- Advertising  
 Advertising. (In Lib. of bus. practice. v. 6.) 658L61  
 Balmer, E. Science of advertising. 1910. 659B21  
 Bates, C. A. Art and literature of business. 6v. 1902. 657B31  
 Bird, T. A. Sales plans; a collection of 333 ways of getting business incl. a variety of practical plans used by retail merchants to advertise and sell goods. 1906. 659B531  
 Borsodi, W. Advertising encyclopedia of selling phrases; short talks by merchants and advertisement writers, classified to facilitate the expression of ideas and assist merchants in general lines of business and specialists in preparation of advertising copy. 1909. 659B641R  
 Bridgewater, H. Advertising. 1910. 659B76  
 Bunting, H. S. Elementary laws of advertising and how to use them. 1913. 659B881  
 Bunting, H. S. Premium system of forcing sales. 1913. 658.1B88  
 Bunting, H. S. Specialty advertising. 1914. 659B88  
 Calkins, E. E. Business of advertising. 1915. 659C121

- Calkins, E. E. Modern advertising. 1912. 659C12
- Casson, H. N. Ads and sales; from the standpoint of scientific management. 1911. 659C27
- Chaney, A. G. Advertising construction simplified. 3d ed. 1913. 659C36
- Cherington, P. T. Advertising as a business force; experience records. 1913. 659C42
- Cherington, P. T. Advertising book. 1916. (Assoc. adv. clubs of world.) 659C421
- Clifford, W. G. Building your business by mail; direct advertising campaigns from the experience records of 361 firms, in every line of business. 1914. 659C61
- Cody, S. How to deal with human nature in business; correspondence, advertising and salesmanship. 1915. 658.8C6413
- Crewdson, C. N. Building business. 1907. 658C862
- Curtis publishing co. Selling forces. 1913. 659C94
- DeWeese, T. A. Book on advertising (In Bus. man's lib. v. 7) 658B962
- DeWeese, T. A. Principles of practical publicity. 3d ed. 1908. 659D51
- Fowler, N. C., jr. About advertising and printing. 1889. 659F82
- Fowler, N. C., jr. Building business. 1893. 659F821
- Fox, T. P. One thousand ways and schemes to attract trade; experiences of successful merchants. 3d ed. 1912. 659F83
- Freeman, W. C. One hundred advertising talks. 1912. 659F87
- French, G. Advertising, the social and economic problem. 1915. 659F881
- French, G. Art and science of advertising. 1909. 659F88
- Galloway, L. Advertising. (In Advertising, selling and credits. pt. 1. 1911. Alex. Hamilton inst. Mod. bus. v. 9) 659Ad92
- Graydon, S. Some notes on catalog making. 1909. 655.3G78R
- Griffith, J. B. Advertising and sales organization. (In Amer. sch. of cor., Cyc. of commerce, etc., v. 1) 650Am3
- Hall, S. R. Writing an advertisement; methods and mental process in the writing of successful advertising. 1915. 659H14
- Hess, H. W. Productive advertising. 1915. 659H46
- Hollingworth, H. L. Advertising and selling; principles of appeal and response. 1913. 659H72
- Holt, H. Commercialism and journalism. 1909. 070H74
- Int. cor. schools. Advertisers' handbook; plans, copy, typography, illustration, mediums, management. 1910. 659In814
- Johnson, A. P. Library of advertising. 6v. 1911. 659J62  
For contents see author entry
- Jones, C. Handbook of advertising. 659J71
- MacDonald, J. A. Successful advertising. 1902. 659M14
- MacGregor, T. D. Pushing your business, a text-book of advertising, for banks, trust companies, investment brokers, real estate dealers, insurance agents, etc. 3d ed. 1909. 659M17
- Mahin, J. L. Advertising, selling the consumer. 1914. (Assoc. adv. clubs of the world) 659M27
- Moran, C. Business of advertising. 1905. 659M79
- Opdycke, J. B. News, ads, and sales; the use of English for commercial purposes. 1914. 658.83Op1
- Page, E. T. Advertising. 1903. 659P14
- Parsons, F. A. Principles of advertising arrangement. 2d. ed. 1913. 659P25
- Photo-miniature. Photography in advertising. 1904. 770P5616
- Richardson, A. O. Power of advertising. 1913. 659R39
- Rose, W. G. Ginger cure. 1911. 659R72
- Rowell, G. P. Forty years an advertising agent, 1865-1905. 1906. B R792
- Rubin, M. J. Making advertising pay. 1913. 659R82
- Scott, W. D. Psychology of advertising. 1908. 659Sc031
- Scott, W. D. Theory and practice of advertising. 1908. 659Sc03
- Shryer, W. A. Analytical advertising. 1912. 659Sh8
- Starch, D. Principles of advertising; a systematic syllabus. 1910. 659St2
- Strong, E. K. Relative merits of advertisements; a psychological and statistical study. 1911. 659St8
- Tipper, H., and others. Advertising; its principles and practice. 1915. 659T49
- Tipper, H. New business. 1914. (Assoc. adv. clubs of the world) 658T49
- Trezise, F. J. Typography of advertising. 1911. 655.2T7211R
- Wadsworth, G. B. Principles and practice of advertising. 1913. 659W11

## BUSINESS BOOKS

## Advertising—Continued

Wagenseller, G. W. Theory and practice of advertising. 3d ed. 1912. 659W12

See also Advertising cards; Advertising law; Bill posting trade; House organs; Mail order business; Novelties; Posters; Salesmanship; Window dressing.

## Advertising—Banks and banking

Borsodi, W. Financial advertising; words, phrases, illustrated advertisements and financial talks as used by banks, trust companies and other financial institutions. 1909. 659B64

Lewis, E. G. Financial advertising, for commercial and savings banks, trust, title insurance and safe deposit companies, investment houses. 1908. 659L582

MacGregor, T. D. Bank advertising plans. 1913. 659M171

MacGregor, T. D. Two thousand points for financial advertising. 2d ed. 1915. 659M171

Morison, F. R. Banking publicity; illus. of appropriate wording and typographical arrangement and forms of "follow up" letters. 1904. 659M82

## Advertising—Bibliography

Assoc. adv. clubs of the world. Nucleus for an ad club library. VF

See also Business—Bibliography

## Advertising—Bill posting

Hawkins, G. H. E. Poster advertising; with 32 pages of full color reproductions of posters used by national advertisers. By Coll

## Advertising—Directories

Chesman, N. & co. Newspaper rate book; incl. a catalogue of newspapers and periodicals in the U. S., Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands, having 5,000 circulation and over, with advertising rates, circulation, etc. By Coll

Six-point league, N. Y. City. Advertisers and advertising agents east of Buffalo and Pittsburgh, inclusive. 1915. VF

U. S. Bureau of foreign and domestic commerce. Foreign publications for advertising Amer. goods, advertising rates, circulation, subscription price, etc. 1913. VF

## Advertising—Drug trade

Farrington, F. Making a drug store pay. 1914. 659F241

Farrington, F. Retail advertising for druggists and stationers. 1901. 659F241

## Advertising—Hardware trade

Paris, B. J. Hardware advertising for the retailer. 1913. 659P21

Soule, R. F. Hardware window advertising; for the merchant and window trimmer, sales making displays from 200 leading Amer. hardware stores. 1914. 659S08

## Advertising—History

Sampson, H. History of advertising from the earliest times. 1874. 659S4

## Advertising—Mail order business

Edgar, A. E. How to advertise a retail store, incl. mail order advertising and general advertising; illus. with 500 original newspaper advertisements. 4th ed. 1913. 659Ed31

## Advertising—Mailing lists

Page, W. K. Preparation and care of mailing lists. 1914. 658.8P14

## Advertising—Newspapers

Chasnof, J. E. Selling newspaper space; how to develop local advertising. 1913. 659C38

Hawkins, G. H. E. Newspaper advertising; with reproductions of 1000 advertisements; also ready-made advertisements, headings and catch phrases for retail business, and 58 pages of insert reproductions of advertisements, with comments. 1914. 659H311

## Advertising—Periodical

Bellamy, F. Effective magazine advertising. 1909. 659B41

## Advertising—Periodicals

Advertising and selling. Monthly  
Associated advertising. Assoc. adv. clubs of the world. Monthly

Fourth estate; a newspaper for the makers of newspapers and investors in advertising. Weekly

Judicious advertising. Monthly  
Novelty news; new ways to build up business, unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, post cards. Monthly

Printers' ink; a journal for advertisers. Weekly

## Advertising—Retail trade

Edgar, A. E. How to advertise a retail store, incl. mail order advertising and general advertising; illus. with 500 newspaper advertisements. 4th ed. 1913. 659Ed31

Farrington, F. Retail advertising—complete. 1910. 659F24

Advertising as a business force. Cherington, P. T. 1913. 659P42

- Advertising book. Cherington, P. T. 1916. 659C421
- Advertising cards  
Atkinson, F. H. "Show at" sho' cards. 1913. 745.1At5
- Bissell, J. G. Instructions on modern show card writing. 1913. 745.1B54
- Faust, C. A. Complete card-writer. 1911. 745.1F27
- Hurst, A. E. Hardware show card writing. 1913. 745.1H94
- Strong, C. J. Art of show card writing. 1915. 745.1St8
- Thompson, W. A. Modern show card lettering, designs and advertising phrases. 1913. 745.1T37
- Advertising construction simplified. Chaney, A. G. 1913. 659C36
- Advertising cyclopedia of selling phrases. Borsodi, W. 1909. 659B641R
- Advertising law  
Chapman, C. Law of advertising and sales and related business law, with which is combined advertising and sales that develop good will. 1908. 347.7C36R  
See also Commercial law.
- Advertising, selling and credits. 1911. (Alexander Hamilton inst. Mod. bus. v. 9.) 659Ad92
- Afghanistan—Directories. See Directories, Foreign
- Africa—Directories. See Directories, Foreign
- Agents. See Jobbers, commission merchants, etc.
- Agents' and inspectors' pocketbook of fire protection. Steeb, G. V. 1902. 614.8St3
- Agger, E. E. Budget in the American commonwealth. 1907. 336.7Ag3
- Agricultural commerce. Huebner, G. G. 1915. 380H87
- Agreements. See Contracts
- Agricultural credit  
Bullock, E. D. Agricultural credit, with bibliography. 1915. 332.7B87
- Herrick, M. T. Rural credits, land and co-operative. 1914. 334H43
- Morgan, D. T. Land credits; a plea for the American farmer. 1915. 332.7M822
- Morman, J. B. Principles of rural credits as applied in Europe and as suggested for America, with bibliography. 1915. 332.7M82
- Agricultural implements and machinery trade—Directories  
Implement blue book; implement and vehicle directory of the U. S., manufacturers, branch houses, jobbing houses, transfer houses. Dy Coll  
See also Fertilizer trade; Nurserymen; Seedsmen
- Agriculture  
Agriculture; general report and analysis; reports by states with statistics by counties. (In U. S. Bureau of the census, Final report of the 13th census, v. 57.) 1910-15. 317Un3213R
- Aids to the study and use of law books. Hicks, F. C. 1913. 016.34H52R
- Akers, C. E. Rubber industry in Brazil and the Orient. 1914. 678Ak3
- Alaska—Directories. See Directories, Foreign  
Alaska-Yukon gazetteer and business directory. Dy Coll
- Albania—Directories. See Directories, Foreign
- Aldrich plan in the light of modern banking. Bendix, L. 1912. 332.1B43
- Alexander, W. Life insurance company. 1905. 368A12
- Alexander Hamilton Institute—Modern business. 1911. 332.1A12
- Meade, E. S. Economics, v. I. 330M46
- Organization, correspondence, transportation. v. 2. 658Or3
- Greendlinger, L. Accounting. v. 3. 657G821
- Lough, W. H. Corporation finance. v. 4. 338.8L92
- Howard, E. D. Money and banking. v. 5. 332H833
- Banking practice and foreign exchange. v. 6. 332B227
- Conway, T. Jr. Investment and speculation. v. 7. 332C76
- Insurance and real estate. v. 8. 368H22
- Advertising, selling and credits. v. 9. 659Ad92
- Moxey, E. P. Accounting systems. v. 10. 657M871
- Auditing and cost accounts. v. 11. 657Au2
- Gerstenberg, C. W. Commercial law. v. 12. 347.7G32
- Algeria—Directories. See Directories, Foreign
- Allebach, R. K. S. Fire insurance agent and his agency. 1909. 368A15
- Allen, G. Science of accounts made clear and simple. 1909. 657A15
- Almanacs  
Lloyd's calendar. 527L77R
- Almanak Laemmert, Anuario administrativo da Republica das Estados Unidos do Brasil. Dy Coll

## BUSINESS BOOKS

- Althouse, C. O. Business letters. 1910. 658.8Al7
- Ambassadors. See Diplomatic and consular service
- America at work. Husband, Joseph. 1915. 604H95
- Amer. acad. of pol. and soc. science
- Amer. produce exchange markets. 1911. 381Am3
- Insurance. 1905. 368Am3
- Risks in modern industry. 1911. 331.82Am3
- Amer. accountant. Sandy, W. C. 1894. 657Sa5
- Amer. accountants' manual. Broaker, F. 1897. 657B78
- Amer. assoc. of public accountants
- Journal of accountancy. Monthly.
- Year-book. 657Am3
- Amer. bankers' assoc.
- Financial age. Weekly.
- Journal of the Amer. bankers association. Monthly.
- Proceedings of the annual conventions. 332Am33R
- Amer. business and accounting encyclopedia. 4v. 1908-09. 658Am3
- Amer. business law. Sullivan, J. J. 1909. 347Su5
- Amer. business woman. Cromwell, J. H. 1910. 658C881
- Amer. chambers of commerce. Sturges, K. M. 1915. 381St92
- Amer. commerce assoc. Traffic library. To be completed in 25v. 380Am3
- Traffic geography of the U. S., Canada and Mexico. v. 1.
- Principles of classification, committees, schedules and rules. v. 2.
- Application of classification—principles applied. v. 3.
- Application of tariffs—official. v. 4.
- Application of tariffs—Western. v. 5.
- Application of tariffs—Southern. v. 6.
- Application, construction and interpretation of tariffs. v. 7.
- Special freight services and allowances. v. 8-10.
- Express and parcel post services. v. 11.
- Bills of lading laws and forms—railroad organization. v. 12.
- Industrial traffic departments—organization and management. v. 13.
- Interstate commerce law. v. 14-15.
- Construction of rates—official. v. 16.
- Construction of rates—Western. v. 17.
- Construction of rates—Southern. v. 18.
- Construction of rates—intrastate. v. 19.
- Rate adjustments—principles and application. v. 20-22.
- Law of common carriers—interstate regulation. v. 23.
- Practice and procedure—formal complaints. v. 24.
- Industry and commerce, domestic and foreign. v. 25.
- Amer. corporations. Sullivan, J. J. 1910. 347Su51
- Amer. exporter's export trade directory. Dy Coll
- Amer. fertilizer handbook and directory. Dy Coll
- Amer. florist company's directory of florists, nurserymen and seedsmen of the U. S. and Canada. Dy Coll
- Amer. fruits year book and directory of nurserymen. VF
- Amer. harness and saddlery directory. Dy Coll
- Amer. hatter trade directory. Dy Coll
- Amer. inland waterways. Quick, H. 1909. 656Q4
- Amer. iron and steel assoc. Directory to the iron and steel works of the U. S. Dy Coll.
- Amer. labor unions. Marot, H. 1914. 331.87M34
- Amer. lumberman. Register of sawmill equipment. Dy Coll
- Amer. merchant marine. Marvin, W. L. 1902. 387M36
- Amer. metal market and daily iron and steel report. Metal statistics.
- Amer. mine accounting. Charlton, W. H. 1913. 657C38
- Amer. newspaper annual and directory. Dy Coll
- Amer. notary and commissioner of deeds manual. John, E. M. 1904. 347.9J61R
- Amer. office. Schulze, J. W. 1914. 658Sch8
- Amer. osteopathic assoc. Directory of members. Dy Coll
- Amer. produce exchange markets. Amer. acad. of pol. and soc. science. 1911. 381Am3
- Amer. railroad economics. Sakolski, A. M. 1913. 385Sa2
- Amer. railroad rates. Noyes, W. C. 1905. 385N87
- Amer. railway problems. Vrooman, C. S. 1910. 385V96
- Amer. railway transportation. Johnson, E. R. 1912. 656J622
- Amer. railways as investments. Snyder, C. 1907. 385Sn9

- Amer. school of correspondence.
- Cyclopedia of commerce, accountancy, business administration. 10v. 1910. 650Am3
- Amer. soc. of internat. law. Diplomatic correspondence between the U. S. and belligerent governments relating to neutral rights and commerce. 1915.
- Amer. statistical assoc. Quarterly publications.
- Amer. telephone and telegraph co. Standard telephone accounts. Bell tel. sys. 1910. 657Am32
- Amer. telephone and telegraph co. Briefs of arguments against public ownership. 3v.
- Amer. transportation question. Dunn, S. O. 1912. 385D921
- Amer. transportation system. Rankin, G. A. 1909. 385R16
- Amer. trust companies. Perine, E. T. 1909. 332P41
- Amer. uniform commercial acts. National conference of commissioners on uniform state laws. 1910. 347.7N21R
- Amer. year book. 310Am35R
- Analysis and interpretation of the federal income tax law. Foote, H. M. 1914. 336F73
- Analytical advertising. Shryer, W. A. 1912. 659Sh8
- Anatomy of a railroad report. Woodlock, T. F. 1901. 656W85
- Andrew, A. P. Financial diagrams. 1910. (Nat. monetary com.) 332An22R
- Angola—Directories. See Directories, Foreign
- Annuaire Didot-Bottin; Bottin-mondain. By Coll
- Annuaire du commerce, Didot-Bottin. 5v. Paris, v. 1-2. Départments v. 3-4, Colonies françaises et pays de protectorat étranger, v. 5. By Coll
- Annuaire du commerce et de l'industrie de Belgique. By Coll
- Annual register of supply sources. By Coll
- Annuario administrativo, etc., da Republica das Estados Unidos do Brasil; almanak Laemmert. By Coll
- Annuities
- King, G. Theory of finance; a short treatise on the doctrine of interest and annuities certain. 3d ed. 1898. 368K58
- Skinner, E. B. Mathematical theory of investment. 1913. 332Sk3  
See also Insurance, Life; Probabilities
- Anthracite. Nearing, S. 1915. 338N27
- Anthracite coal combination in the U. S. Jones, E. 1914. 338J71
- Anti-trust act and the supreme court. Taft, W. H. 338T12
- Antigua—Directories. See Directories, Foreign
- Anuario de la America Latina (Bailly-Baillié-Riera) Dy Coll
- Anuario general de Espana (Bailly-Baillié-Riera) Dy Coll
- Anuario nacional de la Republica Argentina. Dy Coll
- Applications for position
- Employer and employee. (In Bus. man's lib. v. 8) 658B962
- Fowler, N. C. How to get and keep a job. 1907. 658F82
- Hall, S. R. How to get a position and how to keep it; with special hints to various classes of applicants. 1908. 658H14  
See also Commercial correspondence
- Applied business English. Hagar, H. A. 1909. 425H12
- Applied business punctuation and business forms. Hagar, H. A. 1909. 658.8H12
- Applied methods of scientific management. Parkhurst, F. A. 1912. 658.1P22
- Applied sociology. Thompson, J. J. 1914. 331.82T37
- Applied theory of accounts. Esquerré, P. J. 1914. 657Es6
- Apportionment of loss and contribution of compound insurance. Daniels, W. H. 1913. 368D22
- Appraising
- Craigie, G. J. Practical methods for appraising land, buildings and improvements. 1911. 336.2C84  
See also Administration of estates; Taxation
- Arabia—Directories. See Directories, Foreign
- Arbitration, Industrial
- Hamilton, W. F. Compulsory arbitration in industrial disputes. 1913. 331.1H18
- U. S. Bureau of labor statistics. Conciliation and arbitration series (incl. strikes and lockouts) VF  
See also Labor and capital; Labor unions
- Archer, G. L. Ethical obligations of the lawyer. 1910. 340.9Ar2
- Architect, owner and builder before the law. Clark, T. M. 1905. 692C54
- Architects—Directories
- Architects' directory and specification index. Dy Coll

## Architects—Directories—Continued

- List of architects; fellows of the Amer. inst. of architects designated. (In Hendricks' commercial register of the U. S. for buyers and sellers) Dy Coll
- List of architects. (In Thomas' register of Amer. manufacturers) Dy Coll  
See also Building material trade; Landscape architects; Naval architects
- Architects' directory and specification index. Dy Coll
- Argentina—Directories. See Directories, Foreign
- Argentine year book. Dy Coll
- Arithmetic, Commercial. See Commercial arithmetic
- Armour, J. O. Packers, the private car lines and the people. 1906. 380Ar5
- Armstrong, W. W. N. Y. State Legislature. Joint com. on investigation of life ins. Official testimony, 1905-06. 1ov. 368N4811
- Arnold, H. L. Complete cost-keeper. 1912. 657Ar61  
Factory manager and accountant. 1903. 657Ar6
- Arnold, W. A. Elements of business arithmetic. 1911. 511B48
- Art and literature of business. Bates, C. A. 6v. 1902. 657B31
- Art and science of advertising. French, G. 1909. 659F88
- Art of canvassing. Miller, W. 1912. 368M61
- Art of collecting. Cassell, R. J. 1913. 658.7C27
- Art of cross-examination. Wellman, F. L. 1911. 347W46
- Art of decorating show windows and interiors. Bird, T. A. 1909. 659B53
- Art of handling men. Collins, J. H. 1910. 174C69
- Art of retail selling. Hirschler, D. 1909. 658H61
- Art of selling. Sheldon, A. F. 1911. 658Sh42
- Art of show card writing. Strong, C. J. 1915. 745.1St8
- Art of Wall street investing. Moody, J. 1906. 332M77
- Art of window dressing for grocers. Bauer, A. G. 1902. 659B32
- Artificial ice. See Ice trade
- Artificial waterways of the world. Hepburn, A. B. 1914. 386H41
- Ashley, W. J. Gold and prices. 1912. 338As3
- Asia—Directories. See Directories, Foreign
- Assayers and refiners. See Jewelry trade
- Assessment  
Assessed valuation of property and amounts and rates of levy, 1860-1912. (In U. S. Bureau of the census. Wealth, debt and taxation. v. 1. 1915.)
- Usher, T. B. Assessors' manual. 1911. 336.2Us3R  
See also Taxation
- Associated advertising clubs of the world. Mahin, J. L. Advertising. 1914. 659M27
- Tipper, H. New business. 1914. 659T49
- Assoc. adv. clubs of the world—Educ. research com. Report of merchandising investigation. 1915. 658As7. 1916. VF
- Hotchkiss, W. R. Manual of successful storekeeping. 1915. 658-53H79
- Cherington, P. T. Advertising book. 1916. 659C421  
Associated advertising. Monthly
- Assoc. of life insurance presidents. Proceedings of the annual meetings. 368As7
- Assurance. See Insurance
- Asylums—Directories  
Hospitals, homes, etc. (In Polk's medical register and directory of No. Amer.) Dy Coll  
See also Charities—Directories
- Athletic goods trade. See Sporting goods trade
- Atkinson, F. H. "Show at" sho' cards. 1913. 745.1At5
- Atkinson, W. W. Psychology of salesmanship. 1910. 658At5
- Atlantic deeper waterways assoc.  
Bulletin. Monthly
- Committee on traffic of the proposed intra-coastal canal. Report. 1911. 386At6
- Proceedings. 1908 to date. 387At6
- Atlas of the worlds' commerce. Bartholomew, J. G., ed. 1907. 380B281R
- Atlases  
Philips' mercantile marine atlas; tables of 10,000 distances between ports; national and commercial flags; list of British and U. S. consulates and a complete index of 20,000 ports; for merchant shippers, exporters and ocean travelers. 4th ed. 1913. 912P5312R
- Rand, McNally & co. Atlas of foreign countries (a companion volume to the Commercial atlas of Amer.) 1913. 912R1514R
- Rand, McNally & co. Commercial atlas of Amer. Annual. 380R15R

- Stieler's atlas of modern geography. 9th ed. 1909. 912St5R  
 See also Commerce—Atlases; Map collection; N. J.—Atlases; Real estate—Atlases
- Attitude of Amer. courts in labor cases. Groat, G. G. 1911. 338.9G89
- Attorneys. See Lawyers
- Atwood, A. W. Investment and speculation. 1911. (Alex. Hamilton inst. Mod. bus. v. 7) 332C76
- Auditing
- Bentley, H. C. C. P. A. auditing questions to January 1, 1914, comprising examination questions that have been set by C. P. A. examining boards up to December 31, 1913. 1914. 657B4411
- Cole, W. M. Accounting and auditing. 1910. 657C6711
- Collins, A. Municipal internal audit, a full description of an audit of the departmental receipts of a municipality. 2d ed. 1913. 352.1C69
- Dicksee, L. R. Auditing; a practical manual for auditors; ed. by R. H. Montgomery. 1909. 657D56
- Keister, D. A. Corporation accounting and auditing; a practical treatise on higher accounting. 11th ed. 1906. 657K26
- Montgomery, R. H. Auditing. (In Amer. school of cor., Cyc of commerce, etc. v. 6) 650Am3
- Montgomery, R. H. Auditing, instruction paper. 3v. 1909. 657M761
- Montgomery, R. H. Auditing; theory and practice. 1912. 657M76
- Pixley, F. W. Auditors; their duties and responsibilities. 2v. 1906. 657P681
- Racine, S. F. Guide to the study of auditing. 1914. (Accounting students' ser.) 657R1111
- Renn, G. B. Practical auditing; details of a commercial audit in progressive steps. 1907. 657R29
- Spicer, E. E. Practical auditing. 1911. 657Sp4
- Walton, S. Auditing. (In Auditing and cost accounts. 1911. pt. I. Alex Hamilton inst. Mod. bus. v. 11.) 657Au2
- Wolfe, S. H. Examination of insurance companies. 1910. 368W832  
 See also Accounting
- Auditing and cost accounts. 1911. (Alex. Hamilton inst. Mod bus. v. 11.) 657Au2
- Aughinbaugh, W. E. Selling Latin America, a problem in international salesmanship. 1915. 382Au4
- Australia—Bureau of census and statistics. Official year book of the commonwealth of Australia. By Coll
- Australia—Directories. See Directories, Foreign
- Austria—Banks and banking. See Banks and banking—Austria
- Austria—Directories. See Directories, Foreign
- Authentic history of the U. S. steel corporation. 1916. 338C82
- Authors' and printers' dictionary. Collins, F. H. 1912. 655C691
- Automatic letter writer. 1914. 658.8Au8
- Automobile licenses. Newark and Jersey City registration offices. (In N. J. commerce and finance record and guide. Weekly)
- Automobile trade—Directories
- Automobile trade directory; a classified directory of the automobile and commercial vehicle industries, and of the makers of component parts, accessories, machinery, tools, shop equipment and supplies; also a directory of national trade assoc. tables, data, etc. By Coll
- Nat. automobile chamber of commerce. Hand book of automobiles. Contains illus. and specifications of the principal automobiles in the U. S. VF
- Automobile trade directory. Dy Coll
- Awning trade—Directories
- Awning, sail, tent and flag manufacturers. (In Dockham's Amer. report and directory.) Dy Coll
- Awning, tent and sail makers, incl. tarpaulin manufacturers. (In Davison's cordage, twine and duck trade of the U. S. and Canada.) Dy Coll
- Ayer, N. W. and sons. Amer. newspaper annual and directory. Dy Coll
- Azores—Directories. See Directories, Foreign

## B

- Babson, R. W. Bonds and stocks. 1914. 332B111
- Business barometers used in the accumulation of money. 2d ed. 1910. 336B11
- Commercial paper. 1911. 332B11
- Future method of investing money. 1914. 332.6B111
- Future of South America. 1915. 918B11
- Future of the railroads. 1914. 385B11
- Future of the working classes. 1914. 331.8B11
- Back in the harness. Farrington, F. 1908. 658F2413

- Backert, A. O. *A B C of iron and steel.*  
Dy Coll
- Bacon, J. H. *Pitman's complete guide to the improvement of the memory.* 6th ed.  
154B13
- Baghot, W. *Lombard Street.* 1899. 332B14
- Bahamas—Directories. See Directories, Foreign
- Bailly-Bailliére-Riera, pub. *Anuario de la América Latina.* Dy Coll
- Anuario general de España.* Dy Coll
- Guia directorio de la isla de Cuba.* Dy Coll
- Baker, C. E. *Foreign commercial correspondent.* 1901. 658B17
- Baker, J. T. *Correct business letter writing and business English.* 1911. 658B171
- Baking trade—Directories  
Wholesale bakers catering partly or exclusively to the grocery trade. (In Thomas' wholesale grocery and kindred trades register.) Dy Coll
- Balance of trade  
Hirst, F. W. *Credit of nations; and The trade balance of the U. S., by George Paish.* 1910. (Nat. monetary com.) 336.4H61  
See also Commerce; Tariff
- Balancing for expert bookkeepers. Norton, G. P. 1894. 657N82
- Balmer, E. *Science of advertising.* 1910. 659B21
- Bank advertising plans. MacGregor, T. D. 1913. 659M1711
- Bank and the treasury. Cleveland, F. A. 1908. 332C592
- Bank examiners—Directories  
National and state bank examiners. (In Bankers register.) Dy Coll
- Bank loans and stock speculation. Hollander, J. H. 1911. 332H71
- Bank of England  
Philippovich von Phillipsberg, E. *History of the Bank of England and its financial services to the state.* 2d ed. 1911. (Nat. monetary com.) 332.1P53
- Withers, H. *English banking system.* 1910. (Nat. monetary com.) 332.1W77
- Bank of France  
Patron, M. *Bank of France in its relation to national and international credit.* 1910. (Nat. monetary com.) 332.1P27
- Bank of the U. S.  
Brown, W. H. *Story of a bank; an account of the fortunes of the Second bank of the U. S., with a preliminary sketch of the First bank.* 1912. 332.1B812
- Holdsworth, J. T. *First and Second banks of the U. S.* 1910. (Nat. monetary com.) 332.1H71
- Bankers  
Brigham, J. *The banker in literature.* 1910.  
Historical side lights on banks and bankers; bankers as creators of literature; some notable bankers in fiction. 920B76
- Who's who in finance; a biographical dictionary of contemporary bankers, capitalists and others engaged in financial activities in the U. S. and Canada. Dy Coll  
See also Directors
- Bankers register and special list of selected lawyers. Dy Coll
- Banking, see Banks and banking
- Banking and commerce. Hague, G. 1908. 332H12
- Banking and currency in the U. S. Academy of political science. 1913. 332.1AC11
- Banking and currency problem in the U. S. Morawetz, V. 1909. 332M79
- Banking and negotiable instruments. Tillyard, F. 1914. 332T46
- Banking law  
Barnett, G. E. *State banks and trust companies since the passage of the National-bank act.* 1911. (Nat. monetary com.) 332.1B26
- Canovai, T. *Banks of issue in Italy and the text of the Italian banking law.* 1911. (Nat. monetary com.) 332.1C16
- Digest of the banking and commercial laws of the several states and territories. In Bankers register.) Dy Coll
- Koch, R. *German imperial banking laws.* 1910. (Nat. monetary com.) 332.1K81
- Tillyard, F. *Banking and negotiable instruments; a manual of practical law.* 1914. 332T46
- U. S. Laws, statutes, etc. Laws of the U. S. concerning money, banking, and loans, 1778-1909; comp. by A. T. Huntington and R. J. Mawhinney. 1910. (Nat. monetary com.) 332Un34R
- U. S. Laws, statutes, etc. National bank act as amended, the Federal reserve act, and other laws relating to national banks. 1915. 332.1Un34
- Welldon, S. A. *Digest of state banking statutes.* 1910. (Nat. monetary com.) 332.1W45R
- Banking practice and foreign exchange. 1910. (Alex. Hamilton inst. Mod. bus. v. 6) 332B227
- Banking publicity. Morison, F. R. 1904. 659M82

- Banking reform. Laughlin, J. L. 1912. 332.1L36
- Banking reform in the U. S. Sprague, O. M. W. 1911. 332.1Sp7
- Banking reform in the U. S. Warburg, P. M. 1914. 332.1W19
- Banking system of Mexico. Conant, C. A. 1910. 332C7413
- Bankruptcy**
- Nat. assoc. of credit men. Pamphlets issued by the assoc.; bound with, Abuses as to receivers in bankruptcy. 658N2122
- National bankruptcy law with index; list of referees in bankruptcy. (In Nat. assoc. of credit men. Credit man's diary.) 658N212
- Remington, H. Business man's manual of bankruptcy law. 1911. 347.7R281
- Remington, H. Treatise on the elements of bankruptcy law, for the use of law students. 1911. 347.7R28
- See also Commercial law; Credit
- Banks, E. Correct business and legal forms. 1912. 638B22
- Putnam's correspondence handbook. 1914. 658.8B22
- Banks and banking**
- Barrett, A. R. Modern banking methods and practical bank bookkeeping; illus. with 200 forms of bank books, records and blanks. 1907. 332B27
- Cleveland, F. A. Funds and their uses. 1912. 336C59
- Coffin, G. M. A B C of banks and banking. 1903. (Wall street lib. v. 4) 332C65
- Conant, C. A. History of modern banks of issue; 5th ed., with new chapters on the Federal reserve act and the banks in the European war. 1915. 332C7414
- Conant, C. A. Principles of money and banking. 2v. 1905. 332C7411
- Fiske, A. K. Modern bank; functions and methods, and a brief account of the development and present systems of banking. 1904. 332F54
- Hague, G. Banking and commerce, for bankers and men of business, together with the author's experiences of banking life in England and Canada during fifty years. 1908. 332H12
- Holdsworth, J. T. Money and banking. 1914. 332H712
- Howard, E. D. Money and banking; a discussion of the principles of money and credit, with descriptions of the world's leading banking systems. 1910. (Alex. Hamilton inst. Mod. bus. v. 6) 332H833
- Hull, W. H. Practical problems in banking and currency; addresses delivered in recent years by bankers, financiers and economists. 1907. 332H872
- Kniffin, W. H. Practical work of a bank; fundamental principles of money; the practical work of a bank in detail, and particularly credit in its relation to banking operations. 1915. 332K74
- Lyman, R. L. Government insurance of bank deposits. 1908. 332.1L98
- Neal, E. V. Modern illustrative banking. 1904. 332.1N25
- Patten, C. B. Methods and machinery of practical banking. 1893. 332P272
- Putney, A. H. Currency, banking and exchange. 1909. (Business, commerce and finance.) 332P98
- Russell, T. H. Banking and finance. 1910. (Int. bus. lib. v. 4) 332R912
- Scott, W. A. Money and banking. 4th ed. 1910. 332Sco3
- Sweetland, C. A. Bank bookkeeping; book-keeping and accounting methods in use in modern banks, incl. departmental organization and the duties of officers and clerks. 1910. 657Sw311
- U. S. bank note co. How to organize and equip a modern bank. 1913. 332.1Un33
- See also Agricultural credit; Bank examiners; Bank of England; Bank of France; Bank of the U. S.; Bankers; Banking law; Bonds; Building and loan associations; Clearing houses; Cooperative associations; Counterfeits and counterfeiters; Credit; Currency question; Discount; Economics; Exchange; Federal reserve banks; Finance; Forgery; Independent treasury; Interest; Investments; Money; National banks; Negotiable instruments; Paper money; Pawnbroking; Postal savings banks; Savings banks; Securities; Stock exchange; Stocks; Trust companies
- Banks and banking—Accounting, see Accounting—Banks and banking
- Banks and banking—Advertising, see Advertising—Banks and banking
- Banks and banking—Austria
- Nat. monetary com. Banking in Russia, Austro-Hungary, the Netherlands and Japan. 1911. 332.1Un321
- Banks and banking—Belgium
- Conant, C. A. National bank of Belgium. 1910. (Nat. monetary com.) 332.1C74

## BUSINESS BOOKS

- Banks and banking—Canada  
 Breckenbridge, R. M. History of banking in Canada. 1910. (Nat. monetary com.) 332.1B74
- Eckhardt, H. M. P. Rational banking system; the advantages of the Branch bank system. 1911. 332.Ec5
- Johnson, J. F. Canadian banking system. 1910. (Nat. monetary com.) 332.1J63
- Banks and banking—Directories  
 Bankers register and special list of selected lawyers; federal reserve bank information; 80,000 towns and villages having no banks giving names of nearest accessible banking points; national and state bank examiners, cashiers and assistant cashiers, directors, etc. Dy Coll
- Banks and bankers in foreign trade. (In Exporters' encyclopedia. Dy Coll
- Foreign exchange banks and bankers. (In Amer. exporter's export trade directory) Dy Coll
- Kelly's directory of the merchants, manufacturers and shippers of the world. Dy Coll
- Banks and banking—England  
 Bagehot, W. Lombard street; a description of the money market. 1899. 332.B14
- Brown, J. C. Hundred years of merchant banking; a history of Brown brothers and co., Brown, Shipley & co., and the allied firms, Alex. Brown & sons. 1909. 332.1B81
- Powell, E. T. Mechanism of the city, an analytical survey of the business activities of the city of London. 1910. 332.P87
- Withers, H. English banking system. 1910. (Nat. monetary com.) 332.1W77  
 See also Bank of England
- Banks and banking—Europe  
 Nat. monetary com. Interviews on the banking and currency systems of England, Scotland, France, Germany, Switzerland and Italy. 1910. 332.1Un327
- Nat. monetary com. Statistics for Great Britain, Germany, and France, 1867-1909. 1910. 332.1Un325
- Banks and banking—Federal reserve banks, see Federal reserve banks
- Banks and banking—France  
 Liesse, A. Evolution of credit and banks in France from the founding of the Bank of France to the present time. 1909. (Nat. monetary com.) 332.1L62
- Patron, M. Bank of France in its relation to national and international credit. 1910. (Nat. monetary com.) 332.1P27
- Banks and banking—Germany  
 Nat. monetary com. Miscellaneous articles on German banking. 1910. 332.1Un322
- Reichsbank, 1876-1900. 1910. (Nat. monetary com.) 332.1G31R
- Rieser, J. German great banks and their concentration in connection with the economic development of Germany. 3d. ed. 1911. (Nat. monetary com.) 332.1R44
- Banks and banking—Italy  
 Canovai, T. Banks of issue in Italy; and the text of the Italian banking law. 1911. (Nat. monetary com.) 332.1C16
- Banks and banking—Japan  
 Nat. monetary com. Banking in Russia, Austro-Hungary, the Netherlands and Japan. 1911. 332.1Un321
- Banks and banking—Latin America  
 Pan American financial conference. Proceedings.
- Banks and banking—Mexico  
 Conant, C. A. Banking system of Mexico. 1910. (Nat. monetary com.) 332.C7413
- Banks and banking—Netherlands  
 Nat. monetary com. Banking in Russia, Austro-Hungary, the Netherlands and Japan. 1911. 332.1Un321
- Banks and banking—N. Y. state  
 Dewey, D. R. State banking before the Civil war; and The safety fund banking system in N. Y., 1829-1866, by R. E. Chaddock. 1910. (Nat. monetary com.) 332.1D51
- Banks and banking—Periodicals  
 Bankers magazine. Monthly
- Chicago banker; a weekly paper devoted to the banking and financial interests of the middle West
- Commercial and financial chronicle; incl. bank and quotation section, bankers' convention section, etc. Weekly
- Commercial West; representing banking, western investments, milling and grain, the Northwest, the Central Pacific West, the Southwest. Weekly
- Financial age; devoted to the interests of the members of the Amer. bankers' assoc. and state associations. Weekly
- Financial America. Daily
- Journal of the Amer. bankers assoc. Monthly
- Moody's magazine; the investor's monthly Statist; a journal of practical finance and trade. London. Weekly
- Banks and banking—Russia  
 Nat. monetary com. Banking in Russia, Austro-Hungary, the Netherlands and Japan. 1911. 332.1Un321

- Banks and banking—Securities  
Banks and trust companies; dividends, par value of stock, range of prices, etc. (In Manual of statistics; stock exchange hand-book) Dy Coll
- Banks and banking—Sweden  
Flux, A. W. Swedish banking system. 1910. (Nat. monetary com.) 332.IF67
- Banks and banking—Switzerland  
Landmann, J. Swiss banking law. 1910. (Nat. monetary com.) 332.IL23
- Banks and banking—U. S.  
Academy of political science. Banking and currency in the U. S. 1913. 332.IAc11  
Amer. bankers assoc. Proceedings of the annual convention and annual proceedings of the trust company, savings bank and clearing house sections, also constitution, by-laws, appendices, list of officers and members 332Am33R
- Barnett, G. E. State banks and trust companies since the passage of the National bank act. 1911. (Nat. monetary com.) 332.IB26
- Bendix, L. Aldrich plan in the light of modern banking. 1912. 332.IB43
- Brandeis, L. D. Other people's money and how the bankers use it. 1914. 332.IB73
- Brown, J. C. Hundred years of merchant banking; a history of Brown brothers & co., Brown, Shipley & co., and the allied firms, Alex. Brown & sons. 1909. 332.IB81
- Cleveland, F. A. Bank and the treasury; bank capitalization and the problem of elasticity. 1908. 332C592
- Currency problem and the present financial situation. 1908. 332C93
- Dewey, D. R. State banking before the Civil war; and The safety fund banking system in N. Y., 1829-1866, by R. E. Chaddock. 1910. (Nat. monetary com.) 332.ID51
- Eckhardt, H. M. P. Rational banking system; the advantages of the Branch bank system. 1911. 332Ec5
- Fowler, C. N. Seventeen talks on the banking question, between Uncle Sam and Mr. Farmer, Mr. Bunker, Mr. Lawyer, Mr. Laboringman, Mr. Merchant, Mr. Manufacturer. 1913. 332F882
- Harris, R. S. Practical banking; with a survey of the Federal reserve act. 1915. 332.IH24
- Holdsworth, J. T. First and Second banks of the U. S. 1910. (Nat. monetary com.) 332.IH71
- Hollander, J. H. Bank loans and stock exchange speculation. 1911. (Nat. monetary com.) 332I71
- Jefferson, H. M. Banking practice. (In Banking practice and foreign exchange. pt. I. 1910. Alex. Hamilton inst. Mod. bus. v. 6.) 332B227
- Laughlin, J. L. Banking reform. 1912. 332.IL36
- Morawetz, V. Banking and currency problem in the U. S. 1909. 332M79
- Robinson, H. Simple explanation of modern banking customs. 1910. 332.IR56
- Sprague, O. M. W. Banking reform in the U. S., a series of proposals incl. a central bank of limited scope. 1911. 332.ISp7
- Warburg, P. M. Essays on banking reform in the U. S. 1914. 332.IW19
- Welldon, S. A. Digest of state banking statutes. 1910. (Nat. monetary com.) 332.IW45R
- White, H. Money and banking, illus. by Amer. history, to the year 1914. 5th ed. 1914. 332W5812
- Banks of issue in Italy. Canovai, T. 1911. 332.IC16
- Bar. See Lawyers
- Barbados—Directories. See Directories, Foreign
- Barbour, Sir D. Influence of the gold supply on prices and profits. 1913. 332B23
- Barker, J. E. 101 points against free trade. 1909. 337B24
- Barnes, H. C. Interstate transportation. 2v. 1910. 385B26
- Barnett, G. E. State banks and trust companies since the passage of the National bank act. 1911. (Nat. monetary com.) 332.IB26
- Barrett, A. R. Modern banking methods. 1907. 332B27
- Barrett, C. R. Business English and correspondence. 1914. 658.B27
- Barrett, J. Pan American union; peace, friendship, commerce. 1911. 380B27
- Panama canal. 1913. 918.6B27
- Barron, C. W. Federal reserve act. 1914. 332.IB27
- Bartholomew, J. G. Atlas of the world's commerce. 1907. 380B281R
- Survey gazetteer of the British Isles. 1914. 914.2B28R
- Bastable, C. F. Public finance. 3d ed. 1903. 336B29
- Theory of international trade. 4th ed. 1903. 382B29

- Basutoland—Directories. See Directories, Foreign
- Bates, C. A. Art and literature of business. 6v. 1902. 657B31
- Batey, J. Science of works management. 658.1B31
- Bauer, A. G. Art of window dressing for grocers. 1902. 659B32
- Baugh, F. H. Theory and practice of estate accounting. 1910. 657B32
- Bayer, H. G. Metric system in all its details. 1912. 389B34
- Beach, C. F., jr. Commentaries on the law of insurance. 2v. 1895. 368B35R
- Beach, E. H. Tabloid systems for salesmanship, etc. 1906. 658B35
- Beak, G. B. Indexing and précis writing. 1908. 029B35  
Key to indexing and précis writing. 1908. 029B35I
- Beale, J. H., jr. Law of railroad rate regulation. 1906. 347B36R
- Bean, B. C. How to persuade and convince. 1913. 658.9B37
- Bechuanaland—Directories. See Directories, Foreign
- Beeching, C. L. T. Grocery business, organization and management. 689B39
- Belgium—Banks and banking. See Banks and banking—Belgium
- Belgium—Directories. See Directories, Foreign
- Bell, C. E. Everyday freight rules. 1910. 385B41
- Bell, H. S. Fire insurance hand-book. 1909. 368C67R
- Bellamy, F. Effective magazine advertising. 1909. 659B41
- Bender's war revenue law 1914. 336.2B43R
- Bendix, L. Aldrich plan in the light of modern banking. 1912. 332.1B43
- Benefit societies
- Weyl, W. E. Benefit features of British trade unions. 331.82W54
- Benefit societies—Directories
- Directory of fraternal orders. (In Insurance year book; life, casualty and miscellaneous) 1911. Dy Coll
- Bennett, A. How to live on 24 hours a day. 1910. 374B43  
The human machine. 170B43
- Journalism for women. 1898. 070B43  
Mental efficiency. 1911. 374B43I
- Bennett, R. J. C. P. A. questions and answers. 1914. 657B43
- Benevolent institutions. See Charities
- Bentley, H. C. C. P. A. auditing questions to January 1, 1914. 657B44I
- Corporate finance and accounting; with forms. 1911. 657B44
- Science of accounts. 1911. 657B44I
- Berliner Adressbuch. Dy Coll
- Berly, J. A. Universal electrical directory. Dy Coll
- Bermuda—Directories. See Directories, Foreign
- Bernard, A. D. Some principles and problems of real estate valuation. 1913. 347.2B45
- Better day's work. Burroughs adding machine co. 1910. 657B94
- Between the ocean and the lakes. Mott, E. H. 1908. 625M85R
- Bibliography, National
- Catalogue of copyright entries. Library of Congress. Pt. 1. Group 1. Books, tri-weekly; Pt. 2. Group 2. Directories, maps, etc., monthly
- Big business and government. Fay, C. N. 1912. 338F29
- Bigelow, A. H. Elements of business arithmetic. 1911. 511B48
- Bigelow, M. M. Law of bills, notes, and cheques. 2d ed. 1900. 347.7B48R
- Bilgram, H. Cause of business depressions. 1914. 339B49
- Bill posting advertising. See Advertising—Bill posting
- Bill posting trade—Directories
- Advertising posters. (In Motion picture trade directory.) VF
- Official list of associated bill posters. (In Hawkins, G. H. E. Poster advertising.) Dy Coll
- Bills of credit. See Credit; Money
- Bills of exchange. See Exchange; Money
- Biographical congressional directory. U. S. Congress. Dy Coll
- Bird, M. M. Woman at work. 1911. 396.5B532
- Bird, T. A. Art of decorating show windows and interiors. 1909. 659B53
- Hardware window dressing. 1908. 659B5311  
Sales plans. 1906. 659B531
- Bishop, A. L. Commercial and industrial geography. 1912. 380K28
- Bishop, J. B. Panama gateway. 1914. 626B54
- Bishop, W. G. Short course in business training. 1911. 658B54
- Bissell, J. G. Instructions on modern show card writing. 1913. 745.1B54
- Bithell, J. Handbook of German commercial correspondence. 1908. 658B542

- Black, C. C. Law of taxation with special reference to its application in N. J. 2d ed. 1906. 336.2B56R
- Black, W. H. Real Wall street. 1908. 332B56
- Blackford, K. M. H. Job, the man, the boss. 1914. 331.8B56
- Blackstone, Sir W. Paul, Mrs. B. Heart of Blackstone; or, Principles of the common law. 1915. 346P28
- Blain, H. E. Office organization and management. 1911. 638D561
- Blake, G. H. U. S. paper money. 1908. 332.1B58
- Blakeslee, G. H. Latin America. 1914. 327B58
- Bland, A. E. English economic history; select documents. 1914. 330.9B61
- Blanton, B. H. Credit, its principles and practice. 1915. 332.7B61
- Blast furnaces. See Iron and steel trade
- Bleacheries. See Dyers
- Bleyer, W. G. Newspaper writing and editing. 1913. 070B61
- Bloomaries. See Iron and steel trade
- Blue book of American shipping. By Coll
- Blue book of optometrists and opticians in the U. S. and Canada. By Coll
- Blum's commercial traveler's maps showing railway systems for cities over 5,000 population. VF
- Blythe, S. G. Making of a newspaper man. 1912. 070B62
- Boards of health. See Health boards
- Boards of trade. See Commercial associations
- Boat building. See Shipbuilding trade
- Bogle, A. M. Comprehensive bookkeeping. 1905. 657B63
- Bolivia—Directories. See Directories, Foreign
- Bolles, A. S. Cushing's manual of parliamentary practice for deliberative assemblies. 1914. 328.1C9512R
- Every man's lawyer. 3v. 1908. 347B63R
- Bolton, R. P. Building for profit. 1911. 347B632
- Bond, F. D. Stock prices. 1911. 332.6B64
- Bond buyers' dictionary. Nelson, S. A. 1907. 332N3323
- Bonding companies. See Insurance, Surety and fidelity
- Bonds Chamberlain, L. Principles of bond investment. 1911. 332.6C35
- Chamberlain, L. Work of the bond house. 1912. 332.6C351
- Dean, M. B. Municipal bonds held void, incl. issues enjoined, registration or certifi- cation denied, issuance not compelled, validation refused and all proceedings determining illegality. 1911. 332.5D34
- Financial review; finance, commerce, railroads. By Coll
- Fitch bond book describing the most important bond issues of the U. S. and Canada. By Coll
- Government securities; details of the national debts and funded obligations of the U. S. and of the principal foreign countries whose bonds are known in the Amer. market. (In Manual of statistics; stock exchange hand-book) By Coll
- Harper, A. Theory of Amer. values. 1914. 332.6H23
- Lownhaupt, F. Investment bonds, their issue and their place in finance; a book for students, investors, and practical financiers. 1908. 332L95
- McCoy, J. S. Tables showing the prices of 2, 3 and 4 per cent bonds (interest payable quarterly) corresponding to investment values of from  $\frac{1}{4}$  per cent to 3 per cent per annum, from  $\frac{1}{4}$  year to 20 and 30 years to maturity of bond; together with a simple interest table. 1908. 332M132
- Nelson, S. A. Bond buyers' dictionary. 1907. 332N3323
- Skinner, E. B. Mathematical theory of investment. 1913. 332Sk3
- Smythe, R. M. Obsolete Amer. securities and corporations, illus. with photographs of important repudiated bonds. 2v. 1904, 1911. By Coll
- Sprague, C. E. and others. Bonds as investment securities. 1910. 332Sp7
- Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities. The Stock exchange. London. By Coll
- Withers, H. Stocks and shares. 2d ed. 1911. 332.6W77
- See also Debts, Public; Finance; Insurance, Surety and fidelity; Investments; Securities; Stocks
- Bonds and stocks. Babson, R. W. 1914. 332B111
- Book of business. Hubbard, E. 1913. 174H8611
- Bookkeeping Adgie, W. Modern book-keeping and accounts. 3v. 1903. 657Ad3
- Allen, G. Science of accounts made clear and simple. 1909. 657A15

## Bookkeeping—Continued

- Barrett, A. R. Modern banking methods and practical bank bookkeeping; illus with 200 forms of bank books, records and blanks. 1907. 332B27
- Bogle, A. M. Comprehensive bookkeeping. 1905. 657B63
- Dean, W. F. Bookkeeping for retail stores. 1900. 657D34
- Dicksee, L. R. A B C of bookkeeping. 1908. 657D561
- Dicksee, L. R. Bookkeeping for accountant students. 1909. 657D5611
- Ellis, C. B. Practical bookkeeping, with illus. of the principal features of office practice. 1908. 657El5
- Gilbert, A. L. Modern business bookkeeping. 1902. 657G37
- Goodwin, J. H. Improved book-keeping and business manual. 11th ed. 1909-10. 657G63
- Goodwin, J. H. Bookkeeping self-taught. 1903. 657G632
- Griffith, J. B. Practical bookkeeping; a working handbook of elementary bookkeeping and approved modern methods of accounting, incl. single proprietorship, partnership, wholesale, commission, storage, and brokerage accounts. 1910. 657G871
- Griffith, J. B. Single entry bookkeeping. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3
- Internat. cor. schools. Single-entry bookkeeping; double entry bookkeeping; opening, closing and changing books; corporation organization and bookkeeping; elements of cost accounting; bank bookkeeping. 1904. 657In8
- Johnston, J. G. Forms of account books for various classes of business. 657J64
- Landis, E. C. Mechanical bookkeeping. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8) 650Am3
- MacFarland, G. A. First year in bookkeeping and accounting. 1913. 657M16
- Moore, J. H. Accounting and business practice. 1902. 657M781
- Neal, E. V. Modern illustrative bookkeeping. 1901. 657N25
- Norton, G. P. Balancing for expert bookkeepers. 1894. 657N82
- Pitman, Sir I. and sons, publs. Advanced book-keeping. 657P682
- Pitman, Sir I. and sons, publs. Complete bookkeeping; a text-book for private students and public classes, with ques-
- tions, specimen papers, and lists of business terms and abbreviations. 657P6821
- Risque, F. W. Loose leaf books and systems for general business. 1907. 657R49
- Rowe, H. M. Bookkeeping and accountancy; presenting the art of bookkeeping in accordance with the principles of modern accountancy. 1910. 657R791
- Sandy, W. C. Amer. accountant, a treatise on double entry book-keeping. 1894. 657Sa5
- Soulé, G. New science and practice of accounts. 9th ed. 1911. 657So81
- Spicer, E. E. Elementary book-keeping. 1914. 657Sp41
- Sweetland, C. A. Bank bookkeeping; a working handbook of bookkeeping and accounting methods in use in modern banks, incl. departmental organization and the duties of officers and clerks. 1910. 657Sw311
- Sweetland, C. A. Science of loose leaf book-keeping and accounting. 1902. 657Sw3
- Thorne, W. W. Twentieth century book-keeping and business practice. 1904. 657T39
- Tipson, F. S. Theory of accounts. 2d ed. 1913. 657T49
- Van Cleve, C. M. Principles of double-entry bookkeeping. 1913. 657V27
- Whigam, W. H. Bookkeeping and business practice. 1910. 657W57
- Williams, L. L. New complete bookkeeping. 1907. 657W6711
- See also Accounting; Card system in business; Commercial arithmetic
- Borneo—Directories. See Directories, Foreign
- Borsodi, W. Advertising encyclopedia of selling phrases. 1909. 659B641R
- Financial advertising. 1909. 659B64
- Bosnia—Directories. See Directories, Foreign
- Botanical gardens—Directories
- Botanical gardens, etc. of the U. S. and Canada. (In Amer. florists company's directory of florists, nurserymen and seedsmen) Dy Coll
- Bottin-mondain. Annuaire Didot-Bottin; Bottin-mondain. Dy Coll
- Bouvier, J. Law dictionary. 2v. 1897. 340B66R
- Bowker, E. Guide to indexing and précis writing. 029W52
- Bowker, R. R. Copyright; its history and its law. 1912. 347.73B67R
- Bowley, A. L. Elementary manual of statistics. 1915. 310B68

- Elements of statistics. 3d ed. 1907. 311B68
- Boyd, J. H. Treatise on the law of compensation for injuries to workmen. 1913. 331.82B69R
- Brabrook, Sir E. W. Building societies. 1906. 334B72
- Brace, H. H. Gold production and future prices. 1910. 332.4B72
- Value of organized speculation. 1913. 332B72
- Brandeis, L. D. Business—a profession. 1914. 304B73
- Other people's money and how the bankers use it. 1914. 332.1B73
- Scientific management and railroads. 1912. 658.1B73
- Brazil—Directories. See Directories, Foreign
- Breckenbridge, R. M. History of banking in Canada. 1910. (Nat. monetary com.) 332.1B74
- Brennan's handbook; a compendium of useful legal information for business men. 1st ed. 1907. 347B75
- Brewer's hand-book Dy Coll
- Brewery accounts. Thornton, F. W. 1913. 657T392
- Brewing industry—Accounting. See Accounting—Brewing industry
- Brewing trade—Directories
- Brewer's handbook; a directory of brewers in North and South Amer., Africa, Asia and Australia. Dy Coll
- Bridge, J. H. Inside history of the Carnegie steel co. 1903. 338B76
- Bridgewater, H. Advertising. 1910. 659B76
- Bridgman, R. L. Passing of the tariff. 1909. 337B76
- Brigham, J. The banker in literature. 1910. 920B76
- Brinton, W. C. Graphic methods for presenting facts. 1914. (Works management lib.) 311B77
- Brisco, N. A. Economics of business. 1913. 658.1B77
- Economics of efficiency. 1914. 658.1B771
- Britigan, W. H. Practical real estate methods. 1912. 347B77
- British war finance, 1914-15. Lawson, W. R. 1915. 336.4L44
- Broaker, F. Amer. accountants' manual. 1897. 657B78
- Brokers
- Campbell, D. Law of stockbrokers; with reference to transactions on the N. Y. stock exchange. 1914. 332.6C15R
- Craig, J. J. Credits, insurance, brokerage. 1910. (Int. bus. lib. v. 7) 368C84
- Day, J. E. Stockbroker's office organisation, management and accounts. 1912. 332.6D33
- Goldman, S. P. Handbook of stock exchange laws affecting members, their customers, brokers and investors. 1914. 332.6G56
- See also Accounting—Brokers; Jobbers, commission merchants, etc.; Speculation; Stock exchange
- Brooklyn daily eagle almanac. 310B79R
- Brooks, C. E. Tables of mortality and the theory of probability. 1911. 368B79
- Brown, D. W. Commercial power of Congress in the light of its origin. 1910. 380B812
- Brown, H. E. First book in business methods. 1911. 658T23
- Brown, H. G. International trade and exchange. 1914. 330B81
- Brown, J. C. Hundred years of merchant banking. 1909. 332.1B81
- Brown, J. N. Brown's estimates and agents' companion. rev. ed. 1912. 368B81
- Brown, W. C. Freight rates and railway conditions; addresses and correspondence. 1908-09. 385B81
- Brown, W. H. Story of a bank. 1912. 332.1B812
- Brown, W. J. Prevention and control of monopolies. 1914. 338B81
- Brown brothers and co.
- Brown, J. C. Hundred years of merchant banking; a history of Brown brothers and co., Brown, Shipley & co. and the allied firms, Alex. Brown & sons. 1909. 332.1B81
- Brown's directory of Amer. gas companies; gas statistics. Dy Coll
- Budget-making
- Agger, E. E. Budget in the Amer. commonwealth. 1907. 336.7A93
- Ford, H. J. Cost of our national government; a study in political pathology. 1910. 353F752
- N. Y. City—Dept. of finance. Business of N. Y. City, where the city gets its money and how it spends it. 1911. 352N483
- See also Finance—U. S.; Municipal finance
- Bücher, C. Industrial evolution. 1907. 330.9B86
- Euhlig, R. Business English. 1914. 658.83B86
- Building and loan associations
- Brabrook, Sir E. W. Building societies. 1906. 334B72

## Building and loan associations—Continued

- Business of a building and loan association.  
(In Practical accounting methods.) 657P88  
Same as Moxey, E. P. Accounting systems.  
657M871
- Dexter, S. Treatise on cooperative savings and loan associations incl. building and loan associations, mutual savings and loan associations, accumulating fund associations, cooperating banks, etc.; with laws, precedents and forms. 1889. 334D52
- Hurtt, J. M. Dividend law and some of its applications. 1909-10. 657H94
- Rosenthal, H. S. Building, loan and savings associations, how to organize and conduct them. 3d ed. 1911. 334R72
- Thompson, C. N. Treatise on the law of building and loan associations, with forms. 2d ed. 1899. 334T371
- U. S. Dept. of labor. Annual report of the commissioner of labor: 1893-94. Relates entirely to building and loan associations giving special tables, premium plans, plans of distribution of profits and withdrawal plans. 331Un3
- Wolff, H. W. Cooperative banking, its principles and practice, with a chapter on cooperative mortgage credit. 1907. 334W83
- Wolff, H. W. Cooperative credit bank hand-book. 1909. 334W831
- See also Accounting—Building and loan associations; Cooperative associations
- Building and loan associations—Periodicals
- Amer. building association news. Monthly
- Building business. Crewdson, C. N. 1907. 658C862
- Building business. Fowler, N. C., jr. 1893. 659F821
- Building contracts—Periodicals
- Amer. contractor; advance information for architects, engineers, contractors, manufacturers, supplymen, etc. Weekly
- N. J. commerce and finance, record and guide. Weekly
- Real estate record and builder's guide; devoted to real estate, building management and construction in Greater N. Y. and vicinity. Weekly
- See also Contracts—Periodicals
- Building for profit. Bolton, R. P. 1911. 347B632
- Building laws
- Clark, T. M. Architect, owner and builder before the law, a summary of Amer. and English decisions on the principal questions relating to building, and the employment of architects, with 800 references incl. also

suggestions in regard to the drawing of building contracts, and forms of contract suited to various circumstances. 1905.

692C54

National board of fire underwriters. Building code recommended, providing for all matters concerning, affecting or relating to the construction, alteration, equipment, repair or removal of buildings or structures erected or to be erected. 3d ed. 1909.

692N21

## Building material trade—Directories.

Architects directory and specification index of prominent dealers and manufacturers of building materials. Dy Coll

Sweets' catalogue of building construction, indexed by firms represented, by products, by location and by trade names; together with a checking list for use in the making of specifications and estimates. Dy Coll

See also Cement trade; Glass trade; Hardware trade; Iron and steel trade; Lumber trade

Building societies. Brabrook, Sir E. W. 1905. 334B72

Building your business by mail. Clifford, W. G. 1914. 659C61

Buildings and maintenance. 1915. (Factory management ser.) 621.7B86

Bulgaria—Directories. See Directories, Foreign

Bull, A. E. Commercial travelling. 658.9B87

Bullinger's monitor guide. Weekly. Dy Coll

Bullinger's post office, express and freight guide. Dy Coll

Bullion. See Coins and coinage; Money

Bullock, E. D. Agricultural credit. 1915. 332.7B87

Bunnell, S. H. Cost-keeping for manufacturing plants. 1911. 657B88

Bunting, H. S. Elementary laws of advertising and how to use them. 1913. 659B881

Premium system of forcing sales. 1913. 658.1B88

Specialty advertising. 1914. 659B88

Burdick, F. M. Essentials of business law. 1908. 347.7B89

Bureau of municipal research. Handbook of municipal accounting. 1913. 352.1B8912

Bureau of railway economics

Railway economics; a collective catalogue of books in fourteen Amer. libraries. 1912. 016.38B89R

Revenues and expenses of steam roads in the U. S. Monthly

- Burlap trade—Directories  
Fibre brokers and importers including burlaps and bagging. (In Davison's cordage, twine and duck trade) Dy Coll
- Burnley, J. Millionaires and kings of enterprise. 1901. 920B932
- Burns, E. E. Story of great inventions. 1910. 608B932
- Burroughs adding machine co.  
Better day's work at a less cost of time, work, and worry to the man at the desk. 4th ed. 1910. 657B94
- Cost keeping short cuts. 1910. 657B941
- Burton, T. E. Corporations and the state. 1911. 338.8B95
- Financial crises and periods of industrial and commercial depression. 1912. 332B95
- Burying grounds. See Cemeteries
- Business  
Amer. sch. of cor., Cyc. of commerce, etc. 1ov. 1910. For contents see author entry 650Am3
- Assoc. adv. clubs of the world—Educational research committee. Report of the merchandising investigation. 1915. 658As7 1916. VF
- Bates, C. A. Art and literature of business. 6v. 1902. 657B31
- Beach, E. H. Tabloid systems for salesmanship, accounting, advertising, records, bookkeeping, purchasing, factory. 1906. 658B35
- Brandeis, L. D. Business—a profession. 1914. 304B73
- Brisco, N. A. Economics of business. 1913. 658.1B77
- Business man's library. 1ov. 1907. For contents see author entry. 658B962
- Carnegie, A. Empire of business. 1902. 330.4C211
- Cody, S. How to deal with human nature in business; a practical book on doing business by correspondence, advertising and salesmanship. 1915. 658.8C6413
- Collins, J. H. Art of handling men. 1910. 174C69
- Cottingham, W. H. Business success. 1908. 658C82
- Crewdson, C. N. Building business. 1907. 658C862
- Cromwell, J. H. Amer. business woman; a guide for the investment, preservation and accumulation of property. 2d ed. 1910. 658C881
- Davies, J. P. Engineering office systems and methods; with schedules and instructions for the collection of preliminary data for engineering projects; sampling, inspecting and testing engineering materials; conducting domestic and export shipping operations, etc. 1915. 658.1D28
- DeLand, L. F. Imagination in business. 1909. 658D37
- Dicksee, L. R. Business organisation. 1910. 658D36
- Dicksee, L. R. Office organisation and management, incl. secretarial work. 1911. 658D561
- Eaton, S. How to do business as business is done in great commercial centers. 1806. 658Ea8
- Fernley, T. A. Price maintenance. 1912. 338F39
- Galloway, L. Business organization. (In Organization, correspondence, transportation, 1911. pt. 1. Alex. Hamilton inst. Mod. bus. v. 2) 658Or3
- Goodwin, J. H. Improved book-keeping and business manual. 1909-10. 657G63
- Gould, M. P. Where have my profits gone? An examination of various ways by which profits are lost; with an explanation of modern methods of preventing such losses. 1912. 658.23G73
- Griffith, J. B. Administrative and industrial organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3
- Griffith, J. B. Business management; a working handbook of business practice as applied to the organization and administration of industrial and commercial enterprises, incl. departmental responsibilities, authorities and methods. 2v. 1910. 658G872
- Griffith, J. B. Business statistics. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3
- Higinbotham, H. N. Making of a merchant. 1906. 658H53
- Hooper, F. Home trade; or, Modern commercial practice, being a guide to the operations incidental to the inland trade of the United Kingdom. 1907. 658H7611
- Hooper, F. Import and export trade; or, Modern commercial practice, being a guide to the operations incidental to the trade of the United Kingdom with the customary documents and correspondence. 1907. 658H761
- How to manage an office. 1914. (System "how-books") 658.1H83
- Hubbard, E. Book of business. 1913. 174H8611

## Business—Continued

- Hull, G. H. Industrial depressions; their causes analysed and classified with a practical remedy for such as result from industrial derangements; or, Iron the barometer of trade. 1911. 338H87
- Int. cor. schools. Business man's handbook. 2d ed. 1904. 658In812
- Jones, E. D. Business administrator; his models in war, statecraft and science. 1914. (Works management lib.) 658J71
- Knowlson, T. S. Business! practical hints for master and man. 1909. 658K76
- Lewis, E. S. Getting the most out of business. 3d ed. 1915. 658.1L58
- Library of business practice. 10v. 1914. For contents see author entry. 658L61
- Mason, F. R. Business principles and organization. 1909. 658M38
- Nat. assoc. of credit men. Credit man's diary. 658N212
- Nat. assoc. of credit men. Pamphlets issued by the assoc. bound with: Abuses as to receivers in bankruptcy. 658N2122
- Parsons, C. C. Business administration; the principles of business organization and system, and the actual methods of business operation and management. 1909. 658P25
- Risque, F. W. Loose leaf books and systems for general business. 1907. 657R49
- Sammons, W. Keeping up with rising costs. 1915. 658.23Sa4
- Schulze, J. W. Amer. office; its organization, management and records. 2d ed. 1914. 658Sch8
- Shaw, A. W. Some problems in market distribution. 1915. 658.9Sh2
- SoRelle, R. P. Office training for stenographers. 1911. 658S06
- Sparling, S. E. Introduction to business organization. 1906. 658Sp2
- Teller, W. P. First book in business methods. 1903. 658T23
- Tipper, H. New business. 1914. (Assoc. adv. clubs of the world) 658T49
- Veblen, T. B. Theory of business enterprise. 1904. 658V49
- Warren, A. Commercial knowledge; a manual of business methods and transactions. 1901. 658W25
- Warren, W. P. Thoughts on business. 2v. 1907. 658W252
- Wilbur, M. A. Every-day business for women. 1910. 396W64

## Business—Bibliography

- Brookline public library. Selected list of books on business and related subjects. 1910. VF
- Business book bureau. What to read on business. 1912. 016.6B96
- Detroit public library. Books for business men. 1914. VF
- Grammes, L. F., and sons. Allentown, Pa. Guide to business education; Be somebody; guide to mechanical education. 2v. 1914. VF
- Harvard graduate school of business administration. List of books in the library. 1915. (Typewritten) VF
- International book co. 1328 Broadway, N. Y. City. Select list of export trade publications and other business books. 1915. VF
- London public library. Business books in the London public library. 1913. VF
- McClurg, A. C. & co., Chicago. Business books; a selection from the world's best. 1915. VF
- Moody magazine and book co. 35 Nassau St., N. Y. City. Four hundred books on finance. 1915. VF
- Portland (Ore.) assoc. of credit men. List of selected works upon credit and allied subjects in the Portland public library. 1911. VF
- Ronald press co., 20 Vesey St., N. Y. city. Catalogue of business and legal publications. 1913. VF
- Ronald press co. 100 of the world's best business books. 1913. 016.6R66
- Ronald press co. Selections from the world's best business books. 1915. VF  
See also sub-head Bibliography under Accounting, Advertising, Efficiency, Insurance, Railroads
- Business—Biography
- Burnley, J. Millionaires and kings of enterprise. 1901. 920B932
- Higinbotham, H. N. Making of a merchant. 1906. 658H53
- Hubbard, E. Little journeys to the homes of great business men. 2v. 1909. 920H8631
- Stoddard, W. O. Men of business. 1893. 920St62
- Whitaker's red book of commerce; or, Who's who in business. Dy Coll  
See also Accountants; Bankers; Engineers; Inventions and inventors; Millionaires

- Business—Congresses  
Nat. business congress. Complete proceedings of the first nat. business congress: a free and open nat. forum of industrial, commercial and financial interests under the auspices of the Nat. business league of Amer. 1912. 658N213
- Business—Dictionaries  
Amer. business and accounting encyclopedia. rev. ed. 4v. 1908-09. 658Am3
- Pitman, Sir I. and son, publs. Business terms, phrases and abbreviations; with equivalents in French, German, Spanish and Italian and facsimile documents. 4th ed. 658.03P68R
- Business—Periodicals  
Business philosopher. Monthly  
Manufacturers record; a weekly newspaper devoted to the industrial, financial, railroad, mining, contracting, engineering, building and general business interests of the South and Southwest  
Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of Amer. Monthly  
System; the magazine of business. Monthly  
Business—a profession. Brandeis, L. D. 1914. 304B73
- Business administration. See Business; Efficiency, Industrial  
Business administration. Parsons, C. C. 1909. 658P25
- Business administrator. Jones, E. D. 1914. 658J71
- Business and education. Vanderlip, F. A. 1907. 304V28
- Business and kingdom come. Crane, F. 1912. 174C84
- Business arithmetic. See Commercial arithmetic  
Business barometers used in the accumulation of money. Babson, R. W. 1910. 336B11
- Business book bureau. What to read on business. 1912. 016.6B96
- Business book catalogs. See Business—Bibliography  
Business career in its public relations. Shaw, A. 1904. 174Sh2
- Business, commerce and finance series  
Cole, W. M. Accounting and auditing. 657C6711
- McVey, F. L. R. Railroad transportation. 385M25
- Mason, F. R. Business principles and organization. 658M38
- Putney, A. H. Commercial law. 347.7P98
- Putney, A. H. Corporations. 338.8P98
- Putney, A. H. Currency, banking and exchange. 332P98
- Putney, A. H. Foreign laws. 349P98
- Putney, A. H. Manufactures, mining. 670P98
- Putney, A. H. Principles of political economy. 330P98
- Skinner, H. M. Government revenue taxation, tariffs. 337Sk3
- Business conditions. See Economic conditions  
Business correspondence. See Commercial correspondence  
Business correspondence and forms. Russell, T. H. 1910. 658R91
- Business correspondence library. System co. 3v. 1911. 658Sy812
- Business cycles. Mitchell, W. C. 332M691R
- Business depression. See Panics  
Business education  
Bishop, W. G. Short course in business training. 1911. 658B54
- Haskins, C. W. Business education and accountancy. 1904. 657H27
- Herrick, C. A. Meaning and practice of commercial education. 1904. 373H43
- Judson, H. P. Higher education as a training for business. 2d ed. 1911. 378J92
- Kahn, J. Principles and methods in commercial education. 1914. 658.07K12
- Thwing, C. F. College training and the business man. 1904. 378T4212
- Vanderlip, F. A. Business and education. 1907. 304V28  
See also Commercial correspondence; Corporation schools; Education—Directories
- Business education and accountancy. Haskins, C. W. 1904. 657H27
- Business English. See Commercial correspondence  
Business ethics  
Fiske, A. K. Honest business; right conduct for organizations of capital and of labor. 1914. 174F541
- Hadley, A. T. Standards of public morality. 1912. 174H11
- Knowlson, T. S. Business psychology; a system of mental training for commercial life. 1912. 174K761
- Marden, O. S. Getting on. 1910. 170M3319
- Marden, O. S. Progressive business man. 1913. 174M33
- Page, E. D. Trade morals, their origin, growth and province. 1914. 170P14

- Business ethics—Continued
- Page, E. D. and others. *Morals in modern business.* 1909. 174P14
- Riddell, N. N. *Psychology of success and human nature studies, with suggestions for business and professional men.* 1909. 170R43
- Shaw, A. *Business career in its public relations.* 1904. 174Sh2
- Stockwell, H. G. *Essential elements of business character.* 1911. 658St6  
See also Competition; Legal ethics; Wealth
- Business geography. See Commercial geography
- Business law. See Commercial law
- Business letters. See Commercial correspondence
- Business management. Griffith, J. B. 1910. 658G872
- Business man's handbook. Int. cor. schools. 2d ed. 1904. 658In812
- Business man's library. 10v. 658B962  
Credits and collections. v. 1  
Business correspondence. v. 2  
Cost of production. v. 3  
Selling. v. 4  
Buying. v. 5  
Organizing a factory. v. 6  
Advertising. v. 7  
Employer and employee. v. 8  
Personality in business. v. 9  
Accounting. Index. v. 10
- Business man's manual of bankruptcy law. Remington, H. 1911. 347.7R281
- Business man's rapid calculation. Nichols, J. M. H. 1913. 511.8N51
- Business of advertising. Calkins, E. E. 1915. 659C121
- Business of advertising. Moran, C. 1905. 659M79
- Business of Congress. McCall, S. W. 1911. 328.3M12
- Business of insurance. Dunham, H. P. 1912. 368D92
- Business of life insurance. Dawson, M. M. 1905. 368D321
- Business of N. Y. City. N. Y. City—Dept. of finance. 1911. 352N483
- Business of pawnbroking. Levine, S. W. 1913. 332L57
- Business organization and combination. Haney, L. H. 1913. 338.8H19
- Business principles and organization. Mason, F. R. 1909. 658M38
- Business psychology
- Knowlson, T. S. *Business psychology.* 1912. 174K761
- Münsterberg, H. *Psychology and industrial efficiency.* 1913. 150M8815
- Taussig, F. W. *Inventors and money-makers; lectures on some relations between economics and psychology.* 1915. 601T19
- Business success. Cottingham, W. H. 1908. 658C82
- Business terms, phrases and abbreviations. Pitman, Sir I. and sons. pubs. 658.03P68R
- Business, the heart of the nation. Russell, C. E. 1911. 338R91
- Butler, R. S. *Selling and buying. (In) Advertising, selling and credits.* 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 9 659Ad92
- Butler brothers. *Success in retailing: the variety business.* 1914. 658.5B97
- Butterfield, O. E. *Limitations upon national regulation of railroads.* 1905. 385B98
- Buying. See Purchasing departments
- Buzzell, J. J. *Letters that make good.* 1915. 658P78
- Byers, M. L. *Economics of railway operation.* 1908. 656B99
- Byles, R. B. *Card index system.* 658B99
- Byxbee publishing co. *One hundred easy window trims.* 1913. 659B99

## C

- C. P. A. auditing questions. Bentley, H. C. 1914. 657B4411
- C. P. A. problems and solutions, 1914, 1915. 657C11
- C. P. A. questions and answers. Bennett, R. J. 1914. 657B43
- Cable-rates
- Postal telegraph-cable co. *List of offices; revised tariff, instructions, and rules.* Dy Coll
- Western union telegraph co. *Tariff book.* Dy Coll
- Cable codes. See Telegraph codes
- Cadbury, E. *Experiments in industrial organization.* 1912. 331C11
- Cahn, Herman. *Capital to-day; a study of recent economic development.* 1915. 331C112
- Calculating machines
- Burroughs adding machine co. *Better day's work at a less cost of time, work, and worry to the man at the desk.* 4th ed. 1910. 657B94

- Calkins, E. E. Business of advertising. 1915. 659C121  
 Modern advertising. 1912. 659C12
- Canibistry. See Weights and measures
- Cameron, A. G. Torrens system. 1915. 347.C14
- Campbell, D. Law of stockbrokers. 1914. 332.6C15R
- Campbell, G. L. Industrial accidents and their compensation. 1911. 331.82C15
- Canada  
 Myers, G. History of Canadian wealth. 1914. 331M99
- Canada—Banks and banking. See Banks and banking—Canada
- Canada—Census and statistics office  
 Census of Canada, 1911. 1912 to date.  
 Areas and population. v. 1; Religious origins, etc. v. 2; Manufactures. v. 3; Agriculture. v. 4; Forest, fisheries, minerals, furs. v. 5.
- Canada—Dept. of marine and fisheries.  
 Port directory of principal Canadian ports and harbours; also descriptions of types of aids to navigation in Canadian coastal and inland waterways. Dy Coll
- Canada—Directories. See Directories, Foreign
- Canada—Gazetteers  
 Lovell's gazetteer of the Dominion of Canada. 1908. 917.1L94R
- Canada—Periodicals  
 Industrial Canada. Canadian manufacturers assoc. Monthly
- Canada—Railroads. See Railroads—Canada
- Canada—Statistics  
 Canada—Census and statistics office. Fifth census of Canada. 1911. 1912 to date.  
 For contents see main entry. 317.1C16R
- Canada year book. Dy Coll
- Canadian almanac and miscellaneous directory; containing commercial, statistical, astronomical, departmental, ecclesiastical, educational, financial and general information. Dy Coll
- Heaton's annual; the commercial handbook of Canada. Dy Coll
- Canada—Statistics—Periodicals  
 Canada census and statistics. Monthly
- Canada official postal guide. 383C16R
- Canada year book. Dy Coll
- Canadian almanac and miscellaneous directory. Dy Coll
- Canadian manufacturers assoc. Industrial Canada. Monthly
- Canal tolls and Amer. shipping. Nixon, L. 1914. 386N65
- Canals  
 Atlantic deeper waterways assoc. Committee on traffic of the proposed intra-coastal canal. Report. 1911. 386At6
- Hansel, C. Report on revaluation of railroads and canals, N. J., 1911. 385H192
- Hepburn, A. B. Artificial waterways of the world. 1914. 386H41
- Moulton, H. G. Waterways versus railroads. 1912. 386M86
- N. J.—Ship canal commission. N. J. ship canals and waterways. 1912. 656N46  
 See also Inland navigation; Panama canal; Waterways
- Canary Islands—Directories. See Directories, Foreign
- Candy trade. See Confectionery trade
- Cane trade. See Umbrella and cane trade
- Cannan, E. Wealth. 1914. 331C16
- Canners' and packers' directory of North Amer. Fisher. Dy Coll
- Canning trade—Directories  
 Canners' and packers' directory of North Amer. Fisher. Dy Coll
- National canners assoc. Canners' directory and lists of members of the Canning machinery and supplies assoc. and the National canned foods and dried fruit brokers assoc. Dy Coll
- Cannon, J. G. Clearing-houses. 1900 332C16
- Canovai, T. Banks of issue in Italy. 1911. (Nat. monetary com.) 332.1C16
- Canvassing. See Salesmanship
- Cap trade. See Hat trade
- Cape Colony—Directories. See Directories, Foreign
- Cape of Good Hope—Directories. See Directories, Foreign
- Cape Verde—Directories. See Directories, Foreign
- Capehart, C. General history of Amer. journalism. 1913. 070C17
- Capen, S. P. Accredited secondary schools in the U. S. VF
- Capital  
 Cahn, Herman. Capital today; a study of recent economic development. 1915. 331C112
- Fisher, I. Nature of capital and income. 1912. 330F54
- Veblen, T. B. Theory of business enterprise. 1904. 658V49  
 See also Banks and banking; Capitalists and financiers; Commerce; Currency question; Economics; Interest; Investments; Labor and capital; Money; Monopolies; Profit; Trusts; Wealth

- Capital and labor unified. Harmon, W. E. 1911. 332H22
- Capital today. Cahn, Herman. 1915. 331C112
- Capitalists and financiers  
Who's who in finance; a biographical dictionary of contemporary bankers, capitalists and others engaged in financial activities in the U. S. and Canada.  
Dy Coll  
See also Bankers; Millionaires
- Capitalization. See Corporations—Finance; Promoting; Railroads—Finance; Securities
- Capitalization. Lyon, W. H. 1912. 332.6L99
- Card index. Mares, G. C. 1909. 658M33
- Card index system. Byles, R. B. 658B99
- Card system in business  
Arnold, H. L. Complete cost-keeper; together with an exposition of the advantages of account keeping by means of cards instead of books. 1912. 657Ar61
- Byles, R. B. Card index system; its principles, uses, operation and component parts. 1911. 658B99
- Hudders, E. R. Indexing and filing; a manual of standard practice. 1916. 658.23H86
- Kaiser, J. Systematic indexing. 1911. 029K12
- Mares, G. C. Card index. 1909. 658M33
- Risque, F. W. Loose leaf books and systems for general business. 1907. 657R49
- Sweetland, C. A. Science of loose leaf book-keeping and accounting. 1902. 657Sw3
- Wagemaker, I. Comprehensive text book on business and office systematizing, vertical filing systems, filing devices, card ledger systems, profit showing system for a wholesale or manufacturing business, etc. 1907. 658W12
- Watts, C. J. Cost of production. 1902. 338W34  
See also Indexes and indexing
- Card writing. See Advertising cards
- Care of estates. Hill, F. T. 1901. 347H55
- Careers. See Success; Vocation, Choice of
- Careers for our sons. Williams, G. H. 1914. 371.44W67
- Careers for the coming men. 1904. 371.44C18
- Careful investor. Mead, E. S. 1914. 332M46
- Carlton, F. T. Education and industrial evolution. 1908. 371.4C19  
History and problems of organized labor. 1911. 331.8C192
- Industrial situation. 1914. 331.8C1921
- Carnegie, A. Empire of business. 1902. 330.4C211
- Gospel of wealth and other timely essays. 1900. 330.4C21
- Carnegie millions and the men who made them. Bridge, J. H. 1903. 338B76
- Carnegie steel co.  
Bridge, J. H. Inside history of the Carnegie steel co. 1903. 338B76
- Carney, W. A. How to buy and sell real estate at a profit. 1905. 347C21  
Promoter's assistant and improved secretary's manual. 3d ed. 1910. 347C2111
- Real estate business self-taught. 1906. 347C211
- Carpenter, C. U. Profit making in shop and factory management. 1908. (Works management lib.) 658C22
- Carpet trade. See Textile trade
- Carriage trade. See Vehicle trade
- Carriers.  
Barnes, H. C. Interstate transportation; federal regulation of interstate transportation and common carriers. 2v. 1910. 385B26
- Merriam, R. Law of carriers of goods. 1914. 380M55
- Prentice, E. P. Federal power over carriers and corporations. 1907. 338P91  
See also Commerce; Express service; Freight and freightage; Interstate commerce; Railroads—Rates; Shipping; Steamboat lines
- Carter, C. F. When railroads were new. 1909. 656C24
- Carter, J. C. Law; its origin, growth and function. 1907. 340C24
- Carver, T. N. Distribution of wealth. 1904. 331C25
- Cassell, R. J. Art of collecting. 1913. 658.7C27
- Casson, H. N. Ads and sales. 1911. 659C27  
Romance of steel. 1907. 672C27
- Casting. See Foundry trade; Iron and steel trade
- Casualty insurance. See Insurance, Casualty
- Catalogs, Card. See Card system in business
- Cause of business depressions. Bilgram, H. 1914. 330B49
- Celebrated trials. Clinton, H. L. 1897. 343C61
- Cement era. Directory of cement, gypsum and lime manufacturers. Dy Coll
- Cement industry  
Eckel, E. C. Portland cement industry from a financial standpoint. 1909. 691Ec51
- Lesley, R. W. History of the Portland cement industry in the U. S. 1900. 691L561

- Cement trade—Directories  
 Cement era. Directory of cement, gypsum and lime manufacturers. Dy Coll  
 Directory of Amer. cement industries. Dy Coll
- Cemeteries—Directories  
 Cemeteries. (In Amer. florist company's directory of florists, nurserymen and seedsmen) Dy Coll
- Census. See Canada—Census and statistics office; N. J. Census bureau; U. S. Bureau of the census
- Central America. See Latin America
- Central America—Directories. See Directories, Foreign
- Central America—Periodicals  
 The Americas. National city bank of N. Y. Monthly  
 Bulletin of the Pan American union. Monthly
- Central America—Railroads. See Railroads—Central America
- Central stations. See Electric power plants
- Ceylon—Directories. See Directories, Foreign  
 Ceylon handbook and directory. Ferguson's  
 Dy Coll
- Chaddock, R. E. Safety fund banking system in N. Y. 1829-1866. (In Dewey, D. R. State banking before the civil war)  
 332.1D51
- Chadman, C. E. Cyclopedias of law. 12v. 1908. 340C34R
- Chamber of commerce of the U. S. of America.  
 The Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Monthly
- General crop and business conditions and the outlook for business during the first four months of 1916. VF
- Chamberlain, J. A. Commercial law. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 3) 650Am3
- Principles of business law. 1908. 347C352
- Chamberlain, L. Principles of bond investment. 1911. 332.6C35
- Work of the bond house. 1912. 332.6C351
- Chambers of commerce. See Commercial associations
- Chandler, W. H. Express service and rates. 1914. 385C36
- Chaney, A. G. Advertising construction simplified. 3d ed. 1913. 650C36
- Chapman, C. Law of advertising and sales and related business law. 2v. 1908. 347.7C36R
- Chapman, R. M. Amer. accountants' manual. 1897. 657B78
- Chapters on municipal administration and accounting. Cleveland, F. A. 1909. 352C59
- Charities—Accounting. See Accounting—Charities
- Charities—Directories  
 N. Y. charities directory; being an encyclopedia of social service in or available for Greater N. Y.; incl. a topical index to the social, civic, religious and charitable resources of the metropolis and a name index. Dy Coll
- U. S. Bureau of the census. Benevolent institutions. 1910. Dy Coll  
 See also Asylums; Dispensaries; Hospitals
- Charlton, W. H. Amer. mine accounting. 1913. 657C38
- Charters  
 Matthews, N., jr. Municipal charters. 1914. 352M43  
 See also headings beginning Municipal
- Chasnoff, J. E. Selling newspaper space. 1913. 659C38
- Checking the waste. Gregory, M. H. 1911. 338G86
- Chemical trade—Directories  
 Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades; chemists, sulphuric acid plants, etc. Dy Coll
- Manufacturing chemists (In Era druggists' directory) Dy Coll
- Miscellaneous manufacturers in the drug line. (In Thomas' drug trades reference book) Dy Coll
- Oil, paint and drug reporter. Green book for buyers. VF
- Rousset, C. Annuaire produits chimiques et de la droguerie. A classified chemical and drug directory of the world. Dy Coll
- Cherington, P. T. Advertising as a business force. 1913. 659C42
- Advertising book. 1916. (Assoc. adv. clubs of the world) 659C421
- Chesman, Nelson & co. Newspaper rate book. Dy Coll
- Chicago daily news almanac and year book. 310C43R
- Chile—Directories. See Directories, Foreign
- China—Directories. See Directories, Foreign  
 China year book. Dy Coll
- Chinaware. See Potteries
- Chisholm, G. G. Handbook of commercial geography. 8th ed. 1911. 380C44
- Choice of vocation. See Vocation, Choice of

- Choosing a vocation. Parsons, F. 1909. 371.44P25
- Church, A. H. Production factors in cost accounting and works management. 1910. (Works management lib.) 658C47
- Proper distribution of expense burden. 1908. (Works management lib.) 657C47
- Science and practice of management. 1914. (Works management lib.) 658.1C47
- Church, F. P. Modern credit methods. 1912. 332.7C47
- Cigar trade. See Tobacco trade
- Cipher codes. See Telegraph codes
- Cities—Maps  
Over 1000 cities are represented in the map collection. See also Real estate—Atlases
- Cities—Statistics  
County and municipal indebtedness, 1913, 1902, 1890 and sinking fund assets 1913: Taxation and revenue systems of state and local governments, 1912. Municipal revenues, expenditures and public properties, 1913. (In U. S. Bureau of the census. Wealth, debt, and taxation. v. 1-2)
- U. S.—Bureau of the census. Financial statistics of cities having a population of over 30,000, 1910. 1913. 317Un325R
- U. S.—Bureau of the census. General statistics of cities, incl. statistics of sewers and sewerage disposal, refuse collection and disposal, street cleaning, dust prevention, highways and the general highway service of cities having a population of over 30,000; 1909, 1913. 317Un3214R
- Citizens in industry. Henderson, C. R. 1915. 331.8H381
- City improvement. See Municipal improvement
- City manager; a new profession. Toulmin, H. A. 1915. 351T64
- City officials. See Municipal officers
- Clapp, E. J. Economic aspects of the war. 1915. 940C53
- Port of Hamburg. 1911. 380C53
- Clare, G. A B C of foreign exchanges. 1895. 332C54
- Clark, J. B. Control of trusts. 1912. 338C54
- Clark, J. M. Standards of reasonableness in local freight discriminations. 1910. 385C542
- Clark, L. D. Law of the employment of labor. 1911. 338.9C54R
- Clark, T. M. Architect, owner and builder before the law. 1905. 692C54
- Clarke, A. L. Manual of practical indexing. 1905. 029C55
- Claussen, J. Mercantile correspondence in English and German languages. 2v. 1911. 658.8C57
- Clay, P. Sound investing. 1915. 332C57
- Clearing houses  
Cannon, J. G. Clearing-houses; their history, methods and administration. 1900. 332C16
- Gilpin, W. J. Clearing house of N. Y. City, N. Y. clearing house assoc., 1854-1905. 332.1G42  
See also Banks and banking; Trust companies
- Clearing houses—Directories  
Clearing houses in the U. S. and Canada (In Bankers' register) Dy Coll
- Clephane, W. C. Organization and management of business corporations. 2d ed. 1913. 347C5921
- Clerks' and conveyancers' assistant. Abbott, B. V. 1911. 347.93Ab2R
- Clerks' book. Farrington, F. 1907. 658F241
- Cleveland, F. A. Bank and the treasury. 1908. 332C592
- Chapters on municipal administration and accounting. 1909. 352C59
- Funds and their uses. 1912. 336C59
- Railroad finance. 1912. 385C591
- Railroad promotion and capitalization in the U. S. 1909. 385C59
- Clews, H. Fifty years in Wall street. 1908. 332C591
- Wall street point of view in buying. 1900. 330C59
- Clifford, M. J. Buying. 1905. 658C61
- Clifford, W. G. Building your business by mail. 1914. 659C61
- Clinton, H. L. Celebrated trials. 1897. 343C61
- Clothing trade—Directories  
Dockham's Amer. report and directory of the clothing manufacture and cutting up trade, U. S. and Canada. Dy Coll
- Sheldon's jobbing trade and city offices; jobbers in dry goods, cloths, tailor's trimmings, furnishing goods, hosiery, notions and millinery, giving location of office in N. Y., names of resident buyer, departments and buyers, also converters of cotton goods. Dy Coll
- Sheldon's manufacturing trade (the cutting-up trade) comprising manufacturers of men's, women's and children's garments, giving class of goods made, names of buyers and location of N. Y. headquarters. Dy Coll

- Sheldon's N. Y. resident buyers with firms represented by each; N. Y. packing companies with firms packed and shipped for. Dy Coll
- Silk cutting-up trade of N. Y. City. (In Davison's silk trade) Dy Coll  
See also Dry goods trade; Fnr trade; Glove trade; Hat trade; Hosiery trade; Knit goods trade; Men's furnishings goods trade; Millinery trade; Shoe trade; Underwear trade
- Clothing trade—Periodicals  
Dry goods economist. Weekly
- Clow, F. R. Introduction to the study of commerce. 1901. 380C62
- Coal field directory. Dy Coll
- Coal industry  
Jones, E. Anthracite coal combination in the U. S. with some account of the early development of the anthracite industry. 1914. 338J71  
Nearing, S. Anthracite: an instance of natural resource monopoly. 1915. 338N27
- Coal trade—Directories  
Coal field directory and mining catalogues of coal mining equipment; indexed by firms represented and by products; together with a directory of mines by states and counties. Dy Coll  
National iron and steel, coal and coke blue book; firms, corporations and individuals engaged in the production of iron and steel, coal and coke in the U. S. and Canada. Dy Coll  
Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory. Dy Coll  
See also Mines and mining—Directories; Corporations—Securities
- Cochrane, C. H. Modern industrial progress. 1904. 600C642
- Codes, Telegraphic. See Telegraph codes
- Cody, S. English for business uses and commercial correspondence. 1914. 658.8C6412  
How to be a private secretary. 1913. 651C64  
How to deal with human nature in business. 1915. 658.8C6413  
How to do business by letter. 1908. 658C641  
Office salesmanship. 1911. 658.9C64  
Story-writing and journalism. 1905. 808C641
- Coffee trade—Directories  
Ukers' tea and coffee buyer's guide to first hands in the tea, coffee, spice and fine grocery trades. Dy Coll  
See also Grocery trade; Commercial products
- Coffin, G. M. A B C of banks and banking. 1901. (Wall street lib. v. 4) 332C65
- Coins and coinage  
Hepburn, A. B. History of currency in the U. S., with a brief description of the currency systems of all commercial nations. Bibliography. 1915. 332.4H41  
See also Gold; Money
- Coffee trade—Directories  
National iron and steel, coal and coke blue book; firms, corporations and individuals engaged in the production of iron and steel, coal and coke in the U. S. and Canada. Dy Coll
- Cold storage trade—Directories  
Ice and refrigeration blue book; a directory of the ice making, cold storage, refrigerating and auxiliary trades; a list of ice factories, cold stores, packing houses, breweries, dairies, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in the U. S. and Canada. Dy Coll
- Warehouses and cold storage. (In Thomas' wholesale grocery and kindred trades register.) Dy Coll
- Cole, W. M. Accounting and auditing. 1910. 657C6711  
Accounts; their construction and interpretation. 1915. 657C6712  
Cost accounting for institutions. 1913. (Ronald accounting ser.) 657C671  
Problems in the principles of accounting. 1915. 657C6713
- Coles, W. S. Fire insurance handbook. 1909. 368C67R
- Collecting by letter. Shryer, W. A. 2v. 1913. 658.7Sh8
- Collecting of accounts  
Cassell, R. J. Art of collecting; the underlying principles and practices of collecting, with suggestions, forms of reports, letters, etc. for the collection manager and the business man. 1913. 658.7C27  
Credits and collections. (In Business man's lib. v. 1) 658B962  
Credits, collections and finance. (In Lib. of bus. practice. v. 8) 658L61  
Lawrence, H. C. Making him pay; exemplifying the evolution of conciliation. 1908. 658L431  
Modern mercantile publishing co. Letters that collect; or, How to get money by mail; a series of collection letters used in business practice, which have brought excellent results. 1910. 658M72

## Collecting accounts—Continued

Preston, W. H. Credits, collections and their management with credit department forms. 1897. 658F92

Shryer, W. A. Collecting by letter. 2v. 1913. 658.7Sh8

Zimmerman, T. J. Credits and collections, the factors involved and the methods pursued in credit operations; a practical treatise by eminent credit men. 1904. 658Z6

See also Credit; Commercial correspondence

College training and the business man. Thwing, C. F. 1904. 378T4212

## Colleges and universities—Directories

Boards of trustees, presidents, professors of pedagogy in universities and colleges; presidents and deans of professional schools. (In U. S. Bureau of education. Educational directory) Dy Coll

Existing and extinct dental colleges in the U. S. and Canada, with locations, officers, numbers of professors, lecturers, demonstrators, etc. (In Polk's dental register and directory of the U. S. and Canada)

Dy Coll

Existing and extinct medical colleges in North Amer. with officers, professors, demonstrators, etc. (In Polk's medical register and directory of North Amer.)

Dy Coll

Patterson's Amer. educational directory; containing the public, private and endowed schools, colleges, higher and secondary institutions of learning. Dy Coll

Schools of electrical engineering, telegraphy, etc. (In Universal electrical directory)

Dy Coll

See also Education

Collins, A. Municipal internal audit. 2d ed. 1913. 352.1C69

Collins, F. H. Authors' and printers' dictionary. 4th ed. 1912. 655C691

Collins, J. H. Art of handling men. 1910. 174C69

Human nature in selling goods. 1909. 658C69

Colombia—Directories. See Directories, Foreign

Coman, K. Industrial history of the U. S. 1910. 609C73

Coming newspaper. Thorpe, M. 1915. 070T39

Commentaries on Amer. law. Kent, J. 3v. 1896. 347K41

Commentaries on the law of insurance. Beach, C. F., jr. 2v. 1895. 368B35R

Commentary on the science of organization and business development. Frank, R. J. 1911. 380F85

## Commerce

Amer. soc. of internat. law. Diplomatic correspondence between the U. S. and belligerent governments relating to neutral rights and commerce. 1915.

Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal, between points in North Amer. and points in foreign countries. For contents see author entry 380Am3

Amer. sch. of cor. Cyclopedic of commerce, accountancy, business administration. 1ov. 1910. For contents see author entry 650Am3

Bastable, C. F. Theory of international trade, with some of its applications to economic policy. 4th ed. 1903. 382B29

Brown, H. G. International trade and exchange; a study of the mechanism and advantages of commerce. 1914. 330B81

Clow, F. R. Introduction to the study of commerce. 1901. 380C62

Day, C. History of commerce. 1914. 380D33 Financial review; finance, commerce, railroads. Dy Coll

Hatfield, H. R. Lectures on commerce. 1904. 658H24

Hutchinson, L. Panama canal and international trade competition. 1915. 386H97

Marchant, J. R. V. Commercial history. 380M33

Owen, D. Ocean trade and shipping. 1914. 387Ow2

Pan American financial conference. Proceedings. VF

Shipping world year book; a desk manual in trade, commerce and navigation; port directory of the world, tariffs of all nations, etc. Dy Coll

Smith, R. A. C. Commerce and other business of the waterways of the state of N. Y., their relation to the port of N. Y., and the ports of the world. 1914. 382Sm6R

U. S. Bureau of foreign and domestic commerce. The Business Branch receives all the publications of this Bureau; daily, monthly, quarterly, annual and special reports.

Vanderlip, F. A. Business and education. 1907. 304V28

Webster, W. C. General history of commerce. 1903. 380W392

- Whelpley, J. D. Trade of the world. 1913.  
380W57  
See also Balance of trade; Canals; Carriers; Commercial travelers; Diplomatic and consular service; Economics; Exchange; Export trade; Harbors; Inland navigation; International law; Interstate commerce; Merchant marine; Navigation; Pan American Union; Shipbuilding; Shipment of goods; Shipowners; Shipping; Tariff; Telegraph codes; Transportation; Warehouses; Waterways
- Commerce—Atlases  
Bartholomew, J. G. Atlas of the world's commerce; maps with descriptive text and diagrams showing products, imports, exports, commercial conditions and economic statistics of the countries of the world. 1907. 380B281R
- Commerce—Bibliography  
International book co., 1328 Broadway, N. Y. City. Select list of export trade publications and other business books. 1915. VF  
See also Business—Bibliography
- Commerce—Directories  
Blue book of Amer. shipping; statistics of shipping and ship building in America. Dy Coll  
Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of ship-owners, ship-brokers and ship-masters; originally comp. by C. D. Urquahart. 14th ed. 1910. Dy Coll  
Exporters' encyclopaedia; containing information relative to shipments for every country in the world. Dy Coll  
Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries. Dy Coll  
Shipping world year-book; a desk manual in trade, commerce and navigation; port directory of the world; tariffs of all nations, etc. Dy Coll
- Commerce—Dictionaries  
Slater, J. A. Pitman's commercial encyclopaedia and dictionary of business; a work of reference on all commercial subjects; specially designed and written for the merchant, the commercial student and the modern man of affairs. 4v. 1912. 380Sl1R
- Commerce—Periodicals  
The annualist; a magazine of finance, commerce and economics. Weekly  
Bulletin of the Pan American union. Monthly  
Economic world; formerly Market world and chronicle. Weekly  
La Hacienda; revista mensual ilustrado sobre agricultura, ganaderia é industrias rurales. Monthly  
Journal of commerce and commercial bulletin. Daily  
Monthly summary of the foreign commerce of the U. S. U. S. Bureau of foreign and domestic commerce  
Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of America. Monthly  
Quarterly statement of imported merchandise entered for consumption in the U. S. and duties collected thereon. U. S. Bureau of foreign and domestic commerce  
Total value of imports and exports of the U. S. U. S. Bureau of foreign and domestic commerce. Monthly  
See also Export trade—Periodicals
- Commerce and other business of the waterways of the state of N. Y. Smith, R. A. C. 1914. 382Sm6R
- Commercial agencies. See Credit
- Commercial arithmetic  
Bigelow, A. H. Elements of business arithmetic. 1911. 511B48  
Curtis, U. Modern business arithmetic. 1908. 511.8C94  
Kimball, G. S. Commercial arithmetic. 1911. 511K56  
Leigh, C. W. Commercial arithmetic. (In Amer. Sch. of cor. Cyc. of commerce, etc. v. 10) 650Am3  
Moore, J. H. New commercial arithmetic. 1907. 511M78  
Moore, J. H. Practical business arithmetic. 1907. 511M781  
Van Tuyl, G. H. Complete business arithmetic. 1911. 511V36  
See also Bookkeeping; Calculating machines; Interest; Ready reckoners
- Commercial associations  
International congress of chambers of commerce and commercial and industrial associations. Compte rendu stenographique des debats. 1913. 380In8  
Also English ed. 380In81  
Musgrave, C. E. London chamber of commerce from 1881 to 1914. 1914. 380M97  
Sturges, K. M. American chambers of commerce. 1915. 381St92  
See also Trade and professional organizations

- Commercial associations—Directories  
 Chambers of commerce and shipowners' associations at principal ports of United Kingdom. (In *Shipping world year book*)  
     By Coll
- Commercial organizations, with officers in cities and villages of 1,000 or more. (In N. Y. state Dept. of labor. Annual industrial directory of N. Y. state) By Coll
- Commercial organizations. (In Thomas' register of Amer. manufacturers and first hands).  
     By Coll
- Kelly's directory of merchants, manufacturers and shippers of the world. All places having chambers of commerce or commercial associations are so designated  
     By Coll
- Places having boards of trade or other forms of business organizations. (In N. J.—Bureau of industrial statistics. Industrial directory of N. J.)  
     By Coll
- Southern commercial organizations. (In Southern industries)  
     By Coll
- U. S. Bureau of foreign and domestic commerce. Commercial organizations of the U. S. 1915.  
     VF
- Commercial associations—Periodicals  
 Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of America. Monthly  
 N. J.; the medium of the N. J. state chamber of commerce. Monthly
- Town development; a magazine for the man who believes in himself and in his town. Monthly
- Over sixty municipalities are represented by weekly or monthly periodicals published by Boards of trade, Chambers of commerce and other local development organizations.
- Commercial correspondence  
 Althouse, C. O. Business letters; how to write letters that get business and keep it. 1910.  
     658.8A17
- Automatic letter writer; more and better letters at less cost—how to organize your correspondence—tested standard paragraphs and form letters ready for continuous use by correspondents in making sales, handling orders, adjusting complaints and collecting accounts by mail. 1914.  
     658.8Au8
- Baker, J. T. Correct business letter writing and business English. 1911.  
     658B171
- Banks, E. Correct business and legal forms. 1912.  
     658B22
- Banks, E. Putnam's correspondence handbook; a work of reference designed to promote efficiency in business correspondence. 1914.  
     658.8B22
- Barrett, C. R. Business English and correspondence. 1914.  
     658.8B27
- Buhlig, R. Business English; a practice book. 1914.  
     658.83B86
- Business correspondence. (In Bus. man's lib. v. 2)  
     658B962
- Business correspondence. (In Lib. of bus. practice. v. 7)  
     658L61
- Cody, S. English for business uses and commercial correspondence. 1914.  
     658.8C6412
- Cody, S. How to deal with human nature in business; a practical book on doing business by correspondence, advertising, and salesmanship. 1915.  
     658.8C6413
- Cody, S. How to do business by letter. 1908.  
     658C641
- Cody, S. Office salesmanship; how to write letters and advertisements that pull; a method of handling customers by written salesmanship. 1911.  
     658.9C64
- Cramp, H. Letter writing, business and social; a manual on the craft of letter writing with instructions and specimen letters. 1914.  
     658.8C84
- Crissey, F. Handbook of modern business correspondence. 1908.  
     658C86
- Davis, R. Business English and correspondence. 1914.  
     658.8D29
- Dwyer, I. E. The business letter. 1914.  
     658.8D97
- Erskine, F. M. Modern business correspondence; the writing of business letters, incl. exercises in word study, synonyms, ad writing, punctuation, etc. 1907.  
     658.8Er8
- Griffith, J. B. Correspondence and filing. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1)  
     650Am3
- Hagar, H. A. Applied business English. 1909.  
     425H12
- Hammond, H. W. Style-book of business English. 5th ed. 1913.  
     658H18
- Hotchkiss, G. B. Business correspondence. (In Organization, correspondence, transportation. 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 2)  
     658Or3
- How to write letters that win. 247 vital pointers gathered from a study of 1200 actual letters. 1909.  
     658H84

- Lawrence, H. C. Making him buy. 1910. 659L43
- Lawrence, H. C. Turning him down; credit letters pertaining to declined orders. 3d ed. 1908. 658L43
- Lewis, E. H. Business English. 1911. 658L582
- MacClintock, P. L. Essentials of business English. 1914. 658.8M13
- Modern mercantile publishing co. Letters that collect; or, How to get money by mail; a series of collection letters used in actual business practice, which have brought excellent results. 1910. 658M72
- Page, W. K. Preparation and care of mailing lists; a working manual that covers every phase of list handling, from obtaining names of "live" prospects without advertising for them, to handling lists economically and productively, based on the experiences of successful firms in all lines of business. 1914. 658.8P14
- Pitman, Sir I. and sons, publs. Commercial correspondence and commercial English. 658.8P68
- Poole, G. W. Letters that make good; a desk book for business men. 3d ed. 1915. 658P78
- Russell, T. H. Business correspondence and forms. 1910. (Int. bus. lib. v. 5) 658R91
- Shryer, W. A. Collecting by letter. 2v. 1913. 658.7Sh8
- System co. Business correspondence library. 3v. 1911. For contents see author entry. 658Sy812  
See also Applications for position; Business; Collecting of accounts
- Commercial correspondence, Foreign
- Baker, C. E. Foreign commercial correspondent. 1901. 658B17
- Pitman, Sir I. and sons, publs. Dictionary of commercial correspondence in English, French, German, Spanish, and Italian. 658P68R
- Commercial correspondence, French
- Pitman, Sir I. and sons, publs. Commercial correspondence in French. 658.8P681
- Scholl, C. Phraseological dictionary of commercial correspondence in the English and French languages. 4th ed. 1911. 658Sch6R
- Commercial correspondence, German
- Bithell, J. Handbook of German commercial correspondence. 1908. 658B542
- Clausen, J. Mercantile correspondence in English and German languages. 2v. 1911. 658.8C57
- Pitman, Sir I. and sons, publs. Commercial correspondence in German. 658.8P6811
- Commercial correspondence, Spanish
- Kenyon, H. A. Spanish commercial correspondence, with exercises, notes, and vocabulary. 1907. 658K42
- Monteverde, R. D. Pitman's commercial correspondence in Spanish. 658.8M176
- Scholl, C. Phraseological dictionary of commercial correspondence in the English and Spanish languages. 1911. 658Sch61R
- Commercial crises. See Panics
- Commercial education. See Business education
- Commercial ethics. See Business ethics
- Commercial geography
- Adams, C. C. Text-book of commercial geography. 1912. 380Ad1
- Chisholm, G. C. Handbook of commercial geography. 8th ed. 1911. 380C44
- Gannett, H. Commercial geography. 1913. 380G15
- Gregory, H. E. Physical and commercial geography; a study of certain controlling conditions of commerce. 1910. 380G86
- Keller, A. G. Commercial and industrial geography. 1912. 380K28
- Morris, C. Industrial and commercial geography. 1910. 380M183
- Pitman, Sir I. and sons, publs. Commercial geography of the world. 380P682
- Rusmisel, L. C. Industrial-commercial geography of the U. S. 1914. 380R89
- Smith, J. R. Industrial and commercial geography. Bibliography. 1913. 380Sm6  
See also Commercial products; Natural resources
- Commercial handbook of Canada. Dy Coll
- Commercial history. Marchant, J. R. V. 380M33
- Commercial knowledge. Warren, A. 1901. 658W25
- Commercial law
- Brennan's handbook; a compendium of useful, legal information for business men. 1907. 347B75
- Burdick, F. M. Essentials of business law. 1908. 347.7B89
- Chamberlain, J. A. Commercial law. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 3) 650Am3
- Chamberlain, J. A. Principles of business law, covering the fundamental principles of law relating to ordinary business transactions. 1908. 347C352

## Commercial law—Continued

- Chapman, C. Law of advertising and sales and related business law, with which is combined advertising and sales that develop good will. 1908. 347.7C36R
- Commercial laws of the world, comprising the mercantile, bills of exchange, bankruptcy and maritime laws of all civilized nations, together with commentaries on civil procedure, constitution of the courts and trade customs, in the original languages interleaved with an English translation. 20v. to date. To be completed in 35v. 347.7C73R
- Douglas, A. H. Elements of commercial law. 1909. 347D74
- Fitch, A. N. New commercial law. 1910. 347.7F55
- Gano, D. C. Commercial law. 1913. 347G15
- Gerstenberg, C. W. Commercial law; a treatise for business men on the law applicable to commercial relations. 1911. (Alex. Hamilton inst. Mod. bus. v. 12) 347.7G32
- Huffcut, E. W. Elements of business law. 1905. 347.7H87
- Journal of commerce and commercial bulletin. Commercial precedents selected from the column of Replies and decisions. 1907. 347.7J82R
- Nat. assoc. of credit men. Credit man's diary. 658N212
- Nat. conference of commissioners of uniform state laws. Amer. uniform commercial acts. 1910. 347.7N21R
- Parsons, T. Laws of business for all the states and territories of the Union and the Dominion of Canada; with forms and directions for all transactions, and abstracts of the laws of all the states and territories on various topics. 1914. 347P25
- Putney, A. H. Commercial law. 1909. (Business, commerce and finance) 347.7P98
- Russell, T. H. Commercial law and legal forms. 1910. (Int. bus. lib. v. 10) 347.7R91
- Spalding, H. M. Encyclopaedia of business law and forms. 1903. 347.7Sp1R
- Spencer, E. W. Manual of commercial law; exposition of the rules relating to business transactions and the management of affairs. 1908. 347.7Sp3R
- Sullivan, J. J. Amer. business law, with legal forms. 1909. 347Su5
- White, T. R. Business law. 1900. 347W58  
See also Administration of estates; Advertising law; Arbitration, Industrial;
- Auditing; Banking law; Bankruptcy; Brokers; Business; Collecting of accounts; Commercial treaties; Commissioners of deeds; Competition; Contracts; Conveyancing; Corporation law; Exchange; Forms (Law); Good-will (in business); Insurance law; Landlord and tenant; Mortgages; Negotiable instruments; Partnership; Property; Real estate; Sales; Trade marks; Trusts
- Commercial law—Dictionaries
- Slater, J. A. Pitman's commercial encyclopaedia and dictionary of business; a work of reference on all commercial subjects; specially designed and written for the merchant, the commercial student and the modern man of affairs. 4v. 1912. 380S11R
- Commercial laws of the world, in the original languages interleaved with an English translation. 20v. to date; to be completed in 35v. 347.7C73R
- Commercial nomenclature. Pan American union. 2v. 1894. 380In82R
- Commercial organizations. See Commercial associations; Trade and professional organizations
- Commercial paper. See Negotiable instruments
- Commercial power of Congress. Brown, D. W. 1910. 380B812
- Commercial precedents. Journal of commerce and commercial bulletin. 1907. 347.7J82R
- Commercial products
- Adams, F. V. Conquest of the tropics; the story of the creative enterprises conducted by the United fruit co. 1914. 634Ad1
- Freeman, W. G. World's commercial products; a descriptive account of the economic plants of the world and of their commercial uses. 1907. 630F87
- Slater, J. A. Pitman's commercial encyclopaedia and dictionary of business; a work of reference on all commercial subjects; specially designed and written for the merchant, the commercial student and the modern man of affairs. 4v. 1912. 380S11R
- Toothaker, C. R. Commercial raw materials. 1905. 380T61
- Ward, A. Grocer's encyclopaedia; a compendium of useful information concerning foods of all kinds, how they are raised, prepared and marketed, how to care for them in the store and home, how best to use and enjoy them, and other

- valuable information for grocers and general storekeepers. 1911. 689W21R  
 See also Commercial geography; Grocery trade—Directories; Manufacturers—Directories; Natural resources; also names of trades listed under Food
- Commercial ratings. See Credit
- Commercial raw materials. Toothaker, C. R. 1905. 380T61
- Commercial travelers
- Bull, A. E. Commercial travelling; a guide to the profession for present and prospective salesmen "on the road." 658.9B87
- Grieve, E. B. How to become a commercial traveller. 1903. 658G87
- Moody, W. D. Men who sell things; observations and experiences of over twenty years as traveling salesman, European buyer, sales manager, employer. 1911. 658M77
- Quinn, F. O. How to be a good salesman. 1909. 658Q4
- U. S. Bureau of foreign and domestic commerce. Commercial travelers in foreign countries. 1904. VF  
 See also Salesmanship
- Commercial travelers—Maps
- Blum's commercial traveler's maps showing railway systems for cities over 5,000 population VF
- Gibb's travelers' route and reference book of the U. S. and Canada. 1909. 912G35R
- Commercial travelers—Periodicals
- Sample case; a magazine for commercial travelers. Monthly
- Commercial treaties
- Hornbeck, S. K. Most-favored-nation clause in commercial treaties, its function in theory and in practice and its relation to tariff policies. 1910. 380H78  
 See also Tariff; Treaties
- Commercialism and journalism. Holt, H. 1909. 070H74
- Commission merchants. See Jobbers, commission merchants, etc.
- Commissioners of deeds
- John, E. M. American notary and commissioner of deeds manual. 1904. 347.9J61R
- Rockwell, W. L. N. J. notaries and commissioners' manual; statutory and judicial law relating to these officers, their powers, duties, privileges and liabilities, the protest of commercial paper, the administration of oaths and affirmations, affidavits and acknowledgments to instruments; with forms. 2d ed. 1911. 347R59R
- Schwartz, E. B. Practical guide for notaries public and commissioners of deeds of N. Y.; setting forth the powers and duties of these officers, terms, appointments, fees. 1915. 347.9Sch9
- Commissioners of deeds—Directories
- List of foreign commissioners of deeds residing in N. J. (In N. J. lawyers' diary and bar directory) By Coll
- Lists of non-resident commissioners of deeds. (In Polk's real estate register and directory of the U. S. and Canada). By Coll
- Common law. See Law
- Common sense of municipal trading. Shaw, G. B. 1911. 352Sh22
- Commons, J. R. Labor and administration. 1913. 331.8C7322
- Comoro Islands—Directories. See Directories, Foreign
- Comparative study of the law of corporations. Kuhn, A. K. 1912. 338.8K95
- Compendium of census, 1726-1915. N. J.—Census bureau. 317N462R
- Compensation. See Employers' liability; Wages
- Competition
- Eddy, A. J. New competition; an examination of the conditions underlying the radical change that is taking place in the commercial and industrial world—the change from a competitive to a cooperative basis. 1912. 334Ed2
- Levy, H. Monopoly and competition; a study in English industrial organization. 1911. 338L57
- Reeve, S. A. Cost of competition; an effort at the understanding of familiar facts. 1906. 338R25
- Rogers, E. S. Good will, trade-marks and unfair trading. 1914. 347.7R63
- Singer, B. Trade mark laws of the world and unfair trade. 1913. 347.74Si61R  
 See also Monopolies; Trusts
- Complete card-writer. Faust, C. A. 1911. 745.1F27
- Complete cost-keeper. Arnold, H. L. 1912. 657Ar61
- Compulsory arbitration. See Arbitration, Industrial
- Compulsory insurance. See Insurance, State and compulsory
- Conant, C. A. Banking system of Mexico. 1910. (Nat. monetary com.) 332C7413
- History of modern banks of issue. 5th ed. 1915. 332C7414

- Conant, C. A.—*Continued*  
 National bank of Belgium. 1910. (Nat.  
 monetary com.) 332.1C74  
 Principles of money and banking. 2v. 1905.  
 332C7411  
 Wall street and the country. 1904. 332C7412  
 Concentration and control. Van Hise, C. R.  
 1912. 338V311  
 Conciliation, Industrial. See Arbitration, In-  
 dustrial  
 Concrete costs. Taylor, F. W. 1912. 692T21  
 Conduct of life. See Business ethics  
 Confectionery trade—Directories  
 Wholesale and manufacturing confectioners  
 (In Thomas' wholesale grocery and kin-  
 dred trades register) Dy Coll  
 Confessions of a trust magnate. Yuille, G. A.  
 1912. 338Yu9  
 Conflagrations. See Fires  
 Congo—Directories. See Directories, Foreign  
 Congress of technology. Technology and in-  
 dustrial efficiency. 1911. 600C76  
 Conquest of the tropics. Adams, F. V. 1914.  
 634Ad1  
 Conservation of natural resources in the  
 U. S. Van Hise, C. R. 1910. 338V31  
 Consolidated stock exchange of N. Y. Nel-  
 son, S. A. 1907. 322N3324  
 Construction of graphical charts. Peddle,  
 J. B. 1910. 620P34  
 Consular reports. See U. S. Bureau of for-  
 eign and domestic commerce. Commerce  
 reports  
 Consular service of the U. S. Jones, C. L.  
 1906. 327J71  
 Consuls. See Diplomatic and consular service  
 Consumers and wage earners. Rose, J. E.  
 1912. 331R73  
 Contractors—Accounting. See Accounting—  
 Contractors  
 Contractors—Directories  
 Building and general contractors. (In Hen-  
 dricks' commercial register of the U. S.  
 for buyers and sellers) Dy Coll  
 Classified list of electrical supply dealers  
 and contractors. (In McGraw electrical  
 directory, lighting and power ed.) Dy Coll  
 Contractors' operations  
 Hauer, D. J. Economics of contracting; a  
 treatise for contractors, engineers, super-  
 intendents and foremen engaged in engi-  
 neering contracting work. 1911. 620H29  
 Contracts  
 Abbott, B. V. Clerks' and conveyancers'  
 assistant; forms of conveyancing, con-  
 tracts and legal proceedings, for the use  
 of the legal profession, business men and  
 public officers in the U. S. 1911.  
 347.93Ab2R  
 Chapman, C. Law of advertising and sales  
 and related business law, with which is  
 combined advertising and sales that de-  
 velop good will. 2v. 1908. 347.7C36R  
 Clark, T. M. Architect, owner and builder  
 before the law, a summary of Amer. and  
 English decisions on the principal ques-  
 tions relating to building, and the employ-  
 ment of architects, with suggestions in  
 regard to the drawing of building con-  
 tracts, and forms of contract suited to  
 various circumstances. 1905. 692C54  
 Ely, R. T. Property and contract in their  
 relations to the distribution of wealth.  
 2v. 1914. 331El91  
 Fowler, C. E. Law and business of engi-  
 neering and contracting, with numerous  
 forms and blanks for practical use. 1909.  
 620F82  
 Haring, F. B. Manual of procedure; the  
 law of conditional sales. 1907. 347.4H22R  
 Mill, T. J. Treatise on the law of inde-  
 pendent contractors and their liability, etc.  
 1910. 347.4M73R  
 Phillipson, C. Effect of war on contracts;  
 and on trading associations in territories  
 of belligerents. 1909. 341.3P54  
 Tucker, J. T. Contracts in engineering, the  
 interpretation and writing of engineering  
 commercial agreements. 1910. 620T79  
 Waddell, J. A. L. Specifications and con-  
 tracts; incl. examples for practice in specifi-  
 cation and contract writing, together with  
 Notes on the law of contracts by J. C.  
 Wait. 1908. 620W11  
 See also Building contracts; Commercial  
 law; Forms (Law); Insurance, Surety  
 and fidelity; Mortgages; Partnership;  
 Sales  
 Contracts—Periodicals  
 American contractor; advance information  
 for architects, engineers, contractors, man-  
 ufacturers, supplymen, etc. Weekly  
 Engineering news. Weekly  
 Manufacturers record; a weekly newspaper  
 devoted to the industrial, financial, rail-  
 road, mining, contracting, engineering,  
 building and general business interests of  
 the South and Southwest.  
 Municipal journal. Weekly  
 See also Building contracts; Engineering  
 —Periodicals; Government contracts.  
 Control of the market. Wyman, B. 1911.  
 347W98

- Control of trusts. Clark, J. B. 1912. 338C54
- Convertible securities. Rollins, M. 1913. 332.6R65
- Conveyancing  
Abbott, B. V. Clerks' and conveyancers' assistant; forms of conveyancing, contracts and legal proceedings, for the use of the legal profession, business men and public officers in the U. S. 1911. 347.93Ab2R  
See also Forms (Law); Land titles; Mortgages; Real estate; Sales; Torrens system
- Conway, T., jr. Investment and speculation. 1911. (Alex. Hamilton inst. Mod bus. v. 7) 332C76
- Operation of the new bank act. 1914. 332.1C76
- Conyngton, T. Legal notes. (In Bentley, H. C. Corporate finance and accounting.) 657B44
- Manual of corporate management. 1911. 347.1C7611
- Manual of corporate organization. 3d ed. 1913. 347.1C76
- Manual of partnership relations. 1905. 347.1C761
- Modern corporation, its mechanism, methods, formation and management. 4th ed. 1910. 380C76
- Cook, J. T. How to work insurance agencies. 1909. 368C77
- Cooley, R. W. Handbook of the law of municipal corporations. 1914. 352C77R
- Cooper, F. Financing an enterprise. 4th ed. 1915. 338C781
- Cooperation  
Eddy, A. J. New competition; an examination of the conditions underlying the radical change that is taking place in the commercial and industrial world—the change from a competitive to a cooperative basis. 1912. 334Ed2
- Fay, C. R. Cooperation at home and abroad. 1908. 334F29
- Ford, J. Cooperation in New England, urban and rural. 1913. (Russell Sage foundation) 334F75  
See also Benefit societies; Labor unions; Profit sharing; Welfare work
- Cooperation at home and abroad. Fay, C. R. 1908. 334F29
- Cooperative associations  
Dexter, S. Treatise on cooperative savings and loan associations, incl. building and loan associations, mutual savings and loan associations, cooperating banks, etc.; with laws, precedents and forms. 1889. 334D52
- Herrick, M. T. Rural credits. 1914. 334H43  
See also Benefit societies; Building and loan associations
- Cooperative banks. See Building and loan associations
- Cope, E. A. Filing systems. 1913. 658.83C79
- Copyright  
Bowker, R. R. Copyright; its history and its law; being a summary of the principles and practice of copyright, with special reference to the Amer. code of 1909 and the British act of 1911. 1912. 347.73B67R
- Elfrith, W. H. Patents, copyrights and trade mark. 1913. 608E12
- Copyright—Periodicals  
Catalogue of copyright entries. Library of congress. Pt. 1. Group 1. Books; tri-weekly. Pt. 1. Group 2. Directories, maps, etc. Monthly
- Corbion, W. A. Principles of salesmanship, deportment and system. 1907. 658C81
- Cordage trade—Directories  
Davison's cordage, twine and duck trade of the U. S. and Canada; incl. cotton, silk, linen, flax, hemp, jute, manila and sisal, with jobbers, manufacturers' agents, city offices, selling agents. By Coll
- Corea—Directories. See Directories, Foreign
- Corporate finance and accounting. Bentley, H. C. 1911. 657B44
- Corporate promotions and organizations. Dewing, A. S. 1914. 338.8D51
- Corporation accounts and voucher system. Griffith, J. B. 1910. 657G87
- Corporation and voucher accounting. Marshall, C. C. 1902. 657M353
- Corporation finance. See Corporations—Finance
- Corporation law  
Carney, W. A. Promoter's assistant and improved secretary's manual. 3d ed. 1910. 347C2111
- Clephane, W. C. Organization and management of business corporations. 2d ed. 1913. 347C5921
- Conyngton, T. Manual of corporate management; forms, directions and information for the use of lawyers and corporate officials. 1911. 347.1C7611
- Conyngton, T. Manual of corporate organization; information, directions and suggestions relating to the incorporation of enterprises. 3d ed. 1913. 347.1C76
- Hendrick, F. Power to regulate corporations and commerce; a discussion of the existence basis, nature and scope of the common laws of the U. S. 1906. 347H38

## Corporation law—Continued

- Kuhn, A. K. Comparative study of the law of corporations with particular reference to the protection of creditors and shareholders. 1912. 338.8K95
- Parker, J. S. Corporation manual; statutory provisions in the several states, territories and possessions of the U. S.; with forms and precedents. 18th ed. 1914. 347.1P2212R
- Pond, O. L. Treatise on the law of public utilities operating in cities and towns. 1913. 352P771R
- Rahill, J. J. Corporation accounting and corporation law. 1905. 657R12
- Sullivan, J. J. Amer. corporations; the legal rules governing corporate organization and management with forms and illustrations. 1910. 347Su51
- Tompkins, L. J. Summary of the law of private corporations. 1904. 347.1T59  
See also Commercial law; Partnerships; Trusts
- Corporation law—N. J.
- Parker, J. S. Law of N. J. corporations. 2v. 1911. 347.1P2211R
- Smith, J. B. R. Nature, organization and management of corporations, under "an act concerning corporations (revision of 1896)" of the state of N. J. 1912. Supplement. Laws of 1913. 347Sm6
- Corporation law—N. Y. state
- Frost, T. G. Treatise on the business corporation law of the state of N. Y. 1909. 347.1F92R
- Corporation manual. Parker, J. S. 1914. 347.1P2212R
- Corporation schools
- Nat. assoc. of corporation schools. Annual conventions; papers, reports and discussions. 371.4N213
- Corporations
- Burton, T. E. Corporations and the state. 1911. 338.8B95
- Clephane, W. C. Organization and management of business corporations. 2d ed. 1913. 347C5921
- Conyngton, T. Modern corporation, its mechanism, methods, formation and management. 1910. 380C76
- Davis, J. P. Corporations; origin, development and relation to the state. 2v. 1905. 380D29
- Dewing, A. S. Corporate promotions and reorganizations. 1914. (Harvard economic studies) 338.8D51
- Frank, R. J. Commentary on the science of organization and business development. 3d ed. 1911. 380F85
- Haney, L. H. Business organization and combination; an analysis of the evolution and nature of business organization in the U. S.; a tentative solution of corporation and trust problems. 1913. 338.8H19
- Jackman, W. J. Corporations; organization, finance and management. 1910. (Int. bus. lib.) 338.8J13
- Mulhall, J. F. J. Quasi-public corporation accounting and management. 1905. 657M89
- Putney, A. H. Corporations; organization, financing, management. 1909. (Business, commerce and finance). 338.8P98
- Ringo, A. L. Management of private corporations. 9th ed. 1909. 347R472
- Ripley, W. Z. Trusts, pools and corporations. 1905. 338R48
- U. S. Bureau of corporations. Taxation of corporations: report on the system of taxing manufacturing, mercantile, transportation and transmission corporations. 6v. 1909-15. VF
- Van Hise, C. R. Concentration and control: a solution of the trust problem in the U. S. 1912. 338V311
- Wood, W. A. Modern business corporations, incl. the organization and management of private corporations, with financial principles and practises, and summaries of decisions of the courts elucidating the law of private business corporations, and explanations of the acts of promoters, directors, officers and stockholders. 1906. 380W85  
See also Directors; Federal trade commission; Investments; Municipal corporations; Promoting; Public service corporations; Securities; Trust companies; Trusts
- Corporations—Accounting. See Accounting—Corporations
- Corporations—Finance
- Cooper, F. Financing an enterprise; a manual of information and suggestion for promoters, investors and business men. 4th ed. 1915. 338C781
- Floy, H. Valuation of public utility properties. 1912. 385F66
- Foster, H. A. Engineering valuation of public utilities and factories. 1912. 657F811
- Gerstenberg, C. W. Materials of corporation finance. 1915. 338.8G32

- Greene, T. L. Corporation finance; principles and methods of the management in the U. S. with special reference to the valuation of corporation securities. 3d ed. 1907. 338.8G83
- Lough, W. H. Corporation finance: the principles and methods governing the promotion, organization and management of modern corporations. (Alex. Hamilton inst. Mod. bus. v. 4.) 1909. 338.8L92
- Lyon, W. H. Capitalization; a book on corporation finance. 1912. 332.6L99
- Marks, W. D. Finances of gas and electric light and power enterprises; electric railways, electric light stations, gas works, oil motor cars. 1905. 658M34
- Meade, E. S. Corporation finance. 1915. 338M461  
See also Accounting—Corporations; Valuation
- Corporations—N. J.**
- N. J.—Dept. of state. Corporations of N. J. list of certificates filed. Dy Coll  
This is supplemented by a card index of clippings from the weekly periodical "N. J. commerce and finance."
- Corporations—N. Y. City**
- Polk, R. L. and co's Trow N. Y. copartnership and corporation directory; boroughs of Manhattan and Bronx. Dy Coll
- Corporations—Periodicals**
- Commercial and financial chronicle; incl. bank and quotation section, railway earnings section, railway and industrial section, electric railway section. Weekly
- Monthly digest of corporation news. Moody manual co.
- Corporations—Securities**
- Fitch bond book, describing the most important bond issues of the U. S. and Canada. Dy Coll
- Industrial securities; manufacturing, street railway, electrical, gas, mining, land, coal, iron and steel, telegraph and telephone and miscellaneous corporations. (In Manual of statistics, stock exchange handbook.) Dy Coll
- Poor's manual of industrials; manufacturing, mining and miscellaneous companies. Dy Coll
- Public utilities and industrials; a comparative analysis of public utility and industrial companies in the U. S. and Canada, with investment ratings, enabling the banker and investor to ascertain the true value of securities. (In Moody's analyses of investments; public utilities and industrials.) Dy Coll
- Public utility corporations of the U. S., Canada, Mexico, etc.; industrial, mining and miscellaneous corporations. (In Moody's manual of railroads and corporation securities.) Dy Coll
- Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities. The stock exchange, London. Dy Coll
- Corporations—Valuation**. See Valuation
- Corporations and the state. Burton, T. E. 1911. 338.8B95
- Correct business and legal forms. Banks, E. 1912. 658B22
- Correct business letter writing. Baker, J. T. 1911. 658B171
- Correspondence. See Commercial correspondence
- Corsica—Directories. See Directories, Foreign Cost
- Cost of production. (In Bus. man's lib. v. 3.) 658B962
- Dana, R. T. Cost-analysis engineering. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2.) 650Am3
- Griffith, J. B. Cost summaries. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2.) 650Am3
- Hathaway, C. E. General expense. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Operation and costs; bringing factory production up to capacity; scheduling and dispatching work; maintaining quality; cost keeping methods and systems; cost cutting and plant control. 1915. (Factory management ser.) - 658.1Op2  
See also Accounting, Cost; Cost and standard of living; Prices
- Cost accounting. See Accounting, Cost
- Cost and price. Skeels, I. 1913. 338Sk2
- Cost and standard of living
- Fisher, I. Why is the dollar shrinking? 1914 331.83F34
- Franklin, F. Cost of living. 1915. 338.5F85
- Gantt, H. L. Works, wages and profits. 2d ed. 1913. (Works management lib.) 331.8G151
- Kautsky, K. High cost of living, changes in gold production and the rise in prices. 1914. 331.83K15

## Cost and standard of living—Continued

King, C. L. Lower living costs in cities; a constructive programme for urban efficiency. 1915. (Nat. municipal league ser.)  
352K581

Nearing, S. Financing the wage earner's family; income and expenditures in the families of Amer. wage earners. 1913.  
331.83N27

Nearing, S. Reducing the cost of living. 1914.  
331.83N271

U. S. Bureau of labor statistics. Retail prices and cost of living ser. VF  
See also Prices; Wages

Cost, capitalization and estimated value of Amer. railways. Thompson, S. 1908.  
385T371

Cost keeping. See Accounting, Cost

Cost keeping and management engineering. Gillette, H. P. 1909.  
658G41

Cost keeping and scientific management. Evans, H. A. 1911.  
658.1Evi

Cost keeping for manufacturing plants. Bunnell, S. H. 1911.  
657B88

Cost keeping short cuts. Burroughs adding machine co. 1910.  
657B941

Cost of competition. Reeve, S. A. 1906.  
338R25

Cost of living. See Cost and standard of living

Cost of our national government. Ford, H. J. 1910.  
353F752

Cost of production. Watts, C. J. 1902.  
338W34

Cost reports for executives. Franklin, B. A. 1913.  
657F85

Costa Rica—Directories. See Directories, Foreign

Cotter, A. Authentic history of the U. S. steel corporation. 1916.  
338C82

Cottingham, W. H. Business success. 1908.  
658C82

## Cotton compressors—Directories

Cotton compressors in the U. S. (In Engineering directory.)  
Dy Coll

## Cotton gins—Directories

Cotton gins in the U. S. rated at \$2,000 and over. (In Engineering directory)  
Dy Coll

## Cotton goods trade—Directories

Converters of cotton goods (In Dockham's Amer. report and directory)  
Dy Coll

Converters of cotton goods (In Sheldon's jobbing trade and city offices)  
Dy Coll

See also Textile trade

Cotton mills. See Textile trade

## Cotton-seed industry

Ransom, L. A. Great cottonseed industry of the South. 1911.  
633R17

## Cotton-seed trade—Directories

Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades.  
Dy Coll

Cotton-seed oil mills of the South. (In Southern industries)  
Dy Coll

## Cotton trade—Directories

Cotton mills and cotton ginners. (In Southern industries)  
Dy Coll

See also Cotton compressors; Cotton gins; Textile trade

## Counterfeits and counterfeiters

White's U. S. counterfeit reporter (In Bankers register)  
Dy Coll

See also Forgery

## Counties—Maps

Nearly 1000 counties in the U. S. are represented in the collection of county rural delivery maps issued by the P. O. dept., made on a large scale, showing houses, schools, churches, etc.

## Counties—Statistics

County and municipal indebtedness, 1913, 1902 and 1890 and sinking funds assets 1913; county revenues, expenditures and public properties, 1913. (In U. S. Bureau of the census. Wealth, debt and taxation, v. 1-2)

## County fairs. See Fairs

Course in the theory and practice of higher accounting. Heitmann, H. 1910.  
657H36

## Courts

Court calendars of the several states, territories and provinces. (In Martindale's Amer. law directory)  
Dy Coll

Essex and Hudson county court bulletins (In N. J. commerce and finance, record and guide weekly)

Times for holding state and U. S. courts for the year. (In Hubbell's legal directory)  
Dy Coll

Cowan, G. J. Window backgrounds. 1912.  
659C83

Craig, J. J. Credits, insurance, brokerage. 1910. (Int. bus. lib. v. 7)  
368C84

Craigen, G. J. Practical methods for appraising lands, buildings and improvements. 1911.  
336.2C84

Craigin, C. T. Modern illustrative bookkeeping. 1901.  
657N25

Cramp, H. Letter writing, business and social. 1914.  
658.8C84

Crane, F. Business and kingdom come. 1912.  
174C84

- Crapsey, A. S. *Rise of the working-class.* 1914. 331.8C85
- Credit  
Blanton, B. H. *Credit; presenting the principles and practice involved in modern credits and collections, with an explanation of bankruptcy proceedings.* 1915. 332.7B61
- Church, F. P. *Modern credit methods.* 1912. 332.7C47
- Craig, J. J. *Credits, insurance, brokerage.* 1910. (*Int. bus. lib. v. 7.*) 368C84
- Credits and collections. (*In Bus. man's lib., v. 1.*) 658B962
- Credits, collections and finance. (*In Lib. of bus. practice v. 8.*) 658L61
- Earling, P. R. *Whom to trust; mercantile credits.* 1890. 658Ea7
- Galloway, L. *Credit and the credit man. (In Advertising, selling and credits.* 1911. pt. 3. *Alex. Hamilton inst. Mod. bus. v. 9.)* 659Ad92
- Goddard, F. B. *Giving and getting credit.* 1896. 658G54
- Griffith, J. B. *Credit organization.* 1909. 658.7G87
- Hagerty, J. E. *Mercantile credit.* 1913. 332.7H12
- Hirst, F. W. *Credit of nations.* 1910. (*Nat. monetary com.*) 336.4H61
- How to finance a business; where and how to get funds; how to use the bank; partnership and stock issues; success from small capital; financing in a crisis; handling investments; money leaks and savings; planning to make ends meet; 202 methods of raising capital and using credit. 1912. (*System "how books"*) 658.7H83
- Kemmerer, E. W. *Money and credit instruments in their relation to general prices.* 1907. 332K31
- Lawrence, H. C. *Turning him down; credit letters pertaining to declined orders.* 3d ed. 1908. 658L43
- Lewis, E. S. *Credit man and his work.* 1904. 658L58
- Liesse, A. *Evolution of credit and banks in France from the founding of the Bank of France to the present time.* 1909. (*Nat. monetary com.*) 332.1L62
- Macleod, H. D. *Theory of credit.* 1891. 332M2212
- Mercantile credits; a series of practical lectures delivered before the Y. M. C. A. of Los Angeles by M. Kallman, and others. 1914. 332.7M53
- Nat. assoc. of credit men. *Credit man's diary.* 658N212
- Nat. assoc. of credit men. *Pamphlets issued by the assoc., bound with Abuses as to receivers in bankruptcy.* 658N2122
- Pan American financial conference. *Proceedings.* VF
- Prendergast, W. A. *Credit and its uses.* 1906. 332P91
- Preston, W. H. *Credits, collections and their management with many credit department forms.* 1897. 658P92
- Taylor, W. G. L. *Credit system.* 1913. 332.7T21
- Veblen, T. B. *Use of loan credit in modern business.* 1903. 332.7V49
- Wolfe, A. J. *Foreign credits; the foreign credit problem with European methods of financing export shipments.* 1913. VF
- Zimmerman, T. J. *Credits and collections; the factors involved and the methods pursued in credit operations.* 1904. 658Z6  
See also Agricultural credit; Banks and banking; Collecting of accounts; Debts, Public; Insurance, Credit; Money; Negotiable instruments
- Credit—Periodicals  
Bulletin of the Nat. assoc. of credit men. Monthly
- Credit and its uses. Prendergast, W. A. 1906. 332P91
- Credit insurance. See Insurance, Credit
- Credit man and his work. Lewis, E. S. 1904. 658L58
- Credit man's diary. Nat. assoc. of credit men. 658N212
- Credit of nations. Hirst, F. W. 1910. 336.4H61
- Credit organization. Griffith, J. B. 1909. 658.7G87
- Credit system. Taylor, W. G. L. 1913. 332.7T21
- Credits and collections. Zimmerman, T. J. 1904. 658Z6
- Credits, collections and their management. Preston, W. H. 1897. 658P92
- Cresee, F. A. *Practical pointers for patentees.* 1901. 608C86
- Cressy, E. *Discoveries and inventions of the twentieth century.* 1915. 608C862
- Crewdson, C. N. *Building business.* 1907. 658C862
- Crissey, F. *Hand-book of modern business correspondence.* 1908. 658C86
- Criswell, J. A. E. *Patents and how to make money out of them.* 1899. 608H97
- Crockery trade. See Pottery trade

- Croker, E. F. Fire prevention. 1912. 614.8C87
- Cromwell, J. H. Amer. business woman. 2d ed. 1910. 658C881
- Crosby, E. U. Crosby-Fiske handbook of fire protection. 4th ed. 1909. 614.8C88
- Crowell, F. How to forecast business and investment conditions. 1911. 332.6C88
- Crump, A. Theory of stock speculation. 1901. (Wall street lib. v. 3) 332C88
- Cuba—Directories. See Directories, Foreign
- Cuba—Periodicals
- The Americas. Nat. city bank of N. Y. Monthly
  - Bulletin of the Pan American Union. Monthly
- Curaçao—Directories. See Directories, Foreign
- Currency. See Currency question; Money
- Currency, banking and exchange. Putney, A. H. 1909. 332P98
- Currency problem and the present financial situation. 1908. 332C93
- Currency question
- Academy of political science. Banking and currency in the U. S. 1913. 332.1Ac11
  - Academy of political science. Reform of the currency, ed. by H. P. Mussey. 1911. 332.1Ac1
- Bendix, L. Aldrich plan in the light of modern banking. 1912. 332.1B43
- Bilgram, H. Cause of business depressions; an analysis of the basic principles of economics. 1914. 330B49
- Cahn, Herman. Capital today; a study of recent economic development. 1915. 331C112
- Conway, T. Operation of the new bank act. 1914. 332.1C76
- Currency problem and the present financial situation; addresses at Columbia univ. 1907-1908. 1908. 332C93
- Davis, A. M. Origin of the national banking system. 1910-11. (Nat. monetary com.) 332.1D29
- Dodd, A. F. History of money and banking in the British empire and the U. S. 1911. 332D662
- Fowler, C. N. Seventeen talks on the banking question between Uncle Sam, Mr. Farmer, Mr. Banker, Mr. Lawyer, Mr. Laboringman, Mr. Merchant, Mr. Manufacturer. 1913. 332F822
- Hepburn, A. B. History of currency in the U. S., with a brief description of the currency systems of all commercial nations, with bibliography. 1915. 332.4H41
- Morawetz, V. Banking and currency problem in the U. S. 1909. 332M79
- National monetary commission. Interviews on the banking and currency systems of England, Scotland, France, Germany, Switzerland and Italy, under the direction of N. W. Aldrich. 1910. 332.1Un327
- Putney, A. H. Currency, banking and exchange. 1909. (Business, commerce and finance) 332P98
- See also Banks and banking; Capital; Exchange; Finance; Prices
- Current events
- Information; a digest of current events. Monthly
  - N. Y. Times index; a master-key to all newspapers. Quarterly
- Current railway problems. Dunn, S. O. 1911. 385D92
- Curtis, U. Modern business arithmetic. 1908. 511.8C94
- Curtis publishing co. Selling forces. 1913. 659C94
- Curwood, J. O. Great Lakes. 1909. 977C94
- Cushing, L. S. Manual of parliamentary practice. 1914. 328.1C9512R
- Custom-house
- Vandegrift, F. B. & co. Handbook of the U. S. tariff, the tariff act of 1913; complete schedules of articles with rates of duty and paragraph of law, law on the administration of the customs service, and a list of articles on which drawback rates have been established. 3d ed. 1914. 337V28R
- Customs. See Tariff
- Cut glass trade. See Glass trade
- Cycles of speculation. Gibson, T. 1911. 332G3521
- Cyprus—Directories. See Directories, Foreign

## D

- Daggett, S. Railroad reorganization. 1908. (Harvard economic studies) 385D13
- Dahomey—Directories.. See Directories, Foreign
- Dana, R. T. Cost-analysis engineering. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Cost keeping and management engineering. 1909. 658G41
- Daniels, W. H. Apportionment of loss and contribution of compound insurance. 3d ed. 1913. 368D22

- Dartmouth college—Conference on scientific management. Addresses at the conference held 1911, 1912. 658.1D25
- Davenport, E. Education for efficiency. 1909. 371.4D27
- Davenport, H. J. Economics of enterprise. 1913. 330D271
- Davies, J. P. Engineering office systems and methods. 1915. 658.1D28
- Davis, A. M. Origin of the national banking system. 1910-11. (Nat. monetary com.) 332.1D29
- Davis, J. P. Corporations. 2v. 1905. 380D29
- Davis, R. Business English and correspondence. 1914. 658.8D29
- Davison's cordage, twine and duck trade of the U. S. and Canada. Dy Coll
- Davison's hosiery and knit goods trade. Dy Coll
- Davison's silk trade. Dy Coll
- Davison's textile blue book. U. S. and Canada. Dy Coll
- Dawson, M. M. Business of life insurance. 1905. 368D321
- Elements of life insurance. 1911. 368D3211
- Practical lessons in actuarial science. 2v. 1905. 368D32
- Dawson, W. H. Social insurance in Germany. 1911. 368D322
- Day, C. Industrial plants. 1911. (Works management lib.) 621.7D33
- Day, C. M. Accounting practice. 1908. 657D33
- Day, Clive. History of commerce. 1914. 380D33
- Day, J. E. Stock-broker's office organization, management and accounts. 1912. 332.6D33
- Day in court. Wellman, F. L. 1910. 340W46
- Dean, A. F. Fire-rating as a science. 1901. 368D34
- Rationale of fire rates. 1900. 368D341
- Dean, A. D. Worker and the state. 1910. 371.4D34
- Dean, M. B. Municipal bonds held void. 1911. 332.5D34
- Dean, S. Shop and foundry management. 1913. 621.7D34
- Dean, W. F. Bookkeeping for retail stores. 1900. 657D34
- Debts. See Bankruptcy; Collecting of accounts; Credit
- Debts, Public
- Hirst, F. W. Credit of nations. 1910. 336.4H61
- National and state indebtedness and funds and investments, 1870-1913. County and municipal indebtedness, 1913, 1902 and 1890 and sinking fund assets 1913. (In U. S.
- Bureau of the census. Wealth, debt and taxation, v. 1.)
- See also Accounting, Municipal; Finance; Municipal finance; Sinking funds
- Decisive battles of the law. Hill, F. T. 1907. 345H55
- Defects of fire insurance and the remedy. Warner, J. G. B. 1903. 368W24R
- Deitch, G. A. Standard fire policy. 1905. 368D36
- Deland, L. F. Imagination in business. 1909. 658D37
- Delmar, A. History of monetary systems. 1895. 332D3811
- De Montmorency, J. E. G. Law relating to accounts. (In Dicksee, L. R. Advanced accounting.) 657D5613
- Denmark—Directories. See Directories, Foreign
- Dentists—Directories
- Polk's dental register and directory of the U. S. and Canada; comprising list of dentists arranged by states and provinces, date and college of graduation, laws of registration and other laws relating to the profession and an index of dentists arranged alphabetically. Dy Coll
- Department stores
- Corbion, W. A. Principles of salesmanship, deportment, and system; a textbook for department store service. 1907. 658C81
- Department store. (In Practical accounting methods.) 657P88
- Same as Moxey, E. P. Accounting systems. 657M871
- Hotchkin, W. R. Manual of successful storekeeping. 1915. 658.53H79
- Neystrom, N. J. Retail selling and store management. 1914. 658.9N49
- Phillips, W. B. How department stores are carried on. 1905. 658P54
- See also Accounting—Department stores; Advertising; Clothing trade; Dry goods trade; Retail trade; Salesmanship
- Department Stores—Directories
- Sheldon's retail trade of the U. S. containing retailers in dry goods, notions, etc., giving location of office in N. Y. and names of resident and department buyers. Dy Coll
- Depew, C. M. 1795-1895. One hundred years of Amer. commerce. 1895. 609D44R
- Depreciation. See Valuation; Public service corporations; Railroads—Valuation
- Deutsches Reichs-Adressbuch für Industrie Gewerbe und Handel. 3v. Dy Coll
- De Weese, T. A. Book on advertising. (In Bus. man's lib. v. 7.) 658B962

- De Weese, T. A.—*Continued*  
 Principles of practical publicity. 3d ed. 1908. 659D51
- Dewey, D. R. Financial history of the U. S. 4th ed. 1912. 336.7D51  
 State banking before the civil war. 1910. (Nat. monetary com.) 332.1D51
- First and second banks of the U. S. 1910. (Nat. monetary com.) 332.1H71
- Dewing, A. S. Corporate promotions and re-organizations. 1914. (Harvard economic studies.) 338.8D51
- Dexter, S. Treatise on cooperative savings and loan associations. 1889. 334D52
- Dickinson, A. L. Accounting practice and procedure. 1914. 657D562  
 Accounting practice and procedure. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7.) 650Am3
- Profits of a corporation. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6) 650Am3
- Dicksee, L. R. A B C of bookkeeping. 1908. 657D561  
 Advanced accounting. 4th ed. 1911. 657D5613
- Auditing. Amer. ed. rev. and ed. by R. H. Montgomery. 1909. 657D56
- Bookkeeping for accountant students. 6th ed. 1909. 657D5611
- Business organization. 1910. 658D56
- Goodwill and its treatment in accounts. 3d ed. 1906. 657D5612
- Office organization and management incl. secretarial work. 1911. 658D561
- Dictionaries, Foreign. See sub-head Dictionaries under the following languages: French, German, Italian, Portuguese and Spanish; also Commercial correspondence, subhead Foreign, etc. Many foreign directories contain indexes in several languages. These are valuable as dictionaries of commercial nomenclature
- Didot-Bottin. Annuaire Didot-Bottin; Bottin-mondain Dy Coll  
 Annuaire du commerce. 5v. Dy Coll
- Diemer, H. Factory organization and administration. 2d ed. 1914. 658D5621
- Digest of state banking statutes. Welldon, S. A. 1910. 332.1W45R
- Diplomatic and consular service  
 Embassies and legations to the U. S., embassies and legations of the U. S., U. S. consular offices, consuls in the U. S. (In U. S. Congress. Official congressional directory). Dy Coll
- Jones, C. L. Consular service of the U. S., its history and activities. 1906. 327J71  
 Kelly's directory of merchants, manufacturers and shippers of the world. Consular representatives of every nation are given under each city. Dy Coll  
 See also International law
- Directories  
 The Directory collection consists of city, county, state, national and foreign directories; directories of trades and professions, telephone directories and yearbooks. Dates of publication are not given for directories because of their frequent revision.
- Directories—Bibliography  
 Catalogue of copyright entries. Library of Congress. Pt. 1, Group 2. Directories, maps, etc. Monthly.
- Directories—City, county and state.  
 The collection includes about 200 city directories, 50 county and state directories. Each year the collection is enlarged. The latest editions of all N. J. directories are purchased.
- Directories, Foreign  
 All the countries of the world are represented in the collection; the principal countries and cities by individual directories, the smaller places by three directories of the world published respectively in London, Paris and Washington. The following list contains the more important foreign directories.
- World*
- Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries.
- U. S. Bureau of foreign and domestic commerce. World trade directory for the promotion of Amer. export trade.
- Annuaire du commerce. Didot-Bottin. v. 5. Colonies françaises et pays et protectorat étranger.
- Africa*
- General directory of United South Africa
- Asia*
- Ceylon handbook and directory (Ferguson's) Directory and chronicle for China, Japan, Corea, Indo-China, Straits Settlements, Malay States, Siam, Netherlands, India, Borneo, the Philippines, etc.
- Directory of the chief industries of India, Burma, Ceylon and Straits Settlements. (Thacker's)

Japan directory for Tokyo, Yokohama, Kobe, Osaka, Kyoto, Nagasaki, Nagoya, Shidzuoka, Nemuro, Kushiro, Otara, Niigata, Hakodate, Sapporo, Moji, Shimonoseki, Formosa and Chosen

*Australia and Pacific Islands*

Polk-Husted directory co.'s directory of Honolulu and the territory of Hawaii  
Wise's New South Wales post office directory

Wise's New Zealand post office directory  
Victoria post office directory  
Western Australia post office directory

*Europe*

Jahrbuch der österreichischen Industrie  
Lehmann's allgemeiner Wohnungs-anzeiger  
nebst Handels- und Gewerbe- Adressbuch  
für Wien

Annuaire du commerce et de l'industrie de Belgique  
Krak's vejviser: Danmarks handelsspejl  
Macdonald's English directory and gazetteer  
Post office London directory  
Annuaire du commerce. Didot-Bottin. v.  
1-2 Paris. v. 3-4 Départments. v. 5. Colonies françaises

Deutsches Reichs Adressbuch für Industrie  
Gewerbe und Handel  
Berliner Adressbuch  
Macdonald's Irish directory and gazetteer  
Macdonald's Scottish directory and gazetteer  
Anuario general de Espana (Bailly-Baillié-Riera)  
Svensk industri-och export (Sweden)

*North America*

Dominion of Canada and Newfoundland gazetteer and classified business directory  
Alaska-Yukon gazetteer and business directory

Henderson's Alberta gazetteer and directory  
McAlpine's Nova Scotia directory

*South America, Central America,  
West Indies*

Anuario de la America Latina (Bailly-Baillié-Riera)  
U. S. Bureau of foreign and domestic commerce. Trade directory of South America  
Anuario nacional de la Republica Argentina  
Anuario administrativo, agricola, profissional, mercantil e industrial da republica das Estados Unidos do Brasil; almanak Laemmert

U. S. Bureau of foreign and domestic commerce. Trade directory of Central America and the West Indies

Isthmian tourists' guide and business directory

Guia directorio de la isla de Cuba. (Bailly-Baillié-Riera)

*Directories, Telephone*

Nearly 900 books of the Bell system are on file representing every state in the union. For small places, rural districts and suburbs of large cities where directories are not published, these telephone directories are of great value.

*Directories, Trade, professional and miscellaneous*

In scope and variety of detailed business information the books listed below are of the first importance.

*Advertisers*

Six-point league, N. Y. City. Advertisers and advertising agents east of Buffalo and Pittsburgh, inclusive.

VF

*Agricultural Implements and Machinery*

Implement blue book; the standard implement and vehicle directory of the U. S.; manufacturers' branch houses; jobbing houses, transfer houses.

Dy Coll

*Architects*

Architects' directory and specification index; architects of the U. S. and insular possessions, Canada, Cuba and Mexico; landscape and naval architects of the U. S. and Canada; architectural societies and organizations of the world; architects of the boards of education in the principal cities; state boards of examiners of architects; a specification index of prominent dealers and manufacturers of building materials and appliances.

Dy Coll

*Automobiles*

Automobile trade directory; a classified trade directory of the automobile and commercial vehicle industries and of the makers of component parts, accessories, machinery, tools, shop equipment and supplies; also a directory of national trade organizations, data, etc.

Dy Coll

National automobile chamber of commerce. Handbook of automobiles. Contains illustrations and specifications of the principal automobiles in the U. S.

Dy Coll

*Banks*

Bankers register and special list of selected lawyers; federal reserve bank information; 80,000 towns and villages having no banks

Directories, Trade, professional and miscellaneous—Banks—*Continued*  
giving names of nearest accessible banking points; national and state bank examiners; cashiers, directors, etc. Dy Coll

*Bill Posters*

Hawkins, G. H. E. Poster advertising. Dy Coll

*Breweries*

Brewers' handbook: a directory of brewers in North and South Amer., Africa, Asia and Australia. Dy Coll

*Building Materials*

Sweet's catalogue of building construction; architects' and builders' edition; indexed by firms represented, by products and by location; together with a checking list for use in the making of specifications and estimates. Dy Coll

*Canneries*

Canners' and packers' directory of North Amer. Dy Coll

Nat. canners assoc. Canners' directory and lists of members of the Canning machinery and supplies assoc. and the National canned foods and dried fruit brokers assoc.

Dy Coll

*Capitalists and Financiers*

Who's who in finance; a biographical dictionary of contemporary bankers, capitalists and others engaged in financial activities in the U. S. and Canada. Dy Coll

*Cement*

Cement era. Directory of cement, gypsum and lime manufacturers. VF

Directory of Amer. cement industries.

Dy Coll

*Charities*

N. Y. charities directory, being an encyclopedia of social service, in or available for Greater N. Y., including a topical index to the social, civic, religious and charitable resources of the metropolis. Dy Coll

U. S. Bureau of the census. Benevolent institutions. 1910. Dy Coll

*Chemicals and Drugs*

Oil, paint and drug reporter. Green book for buyers. VF

Rousset, C. Annuaire produits chimiques et de la droguerie. A classified chemical and drug directory of the world. Dy Coll

*Clothing*

Dockham's Amer. report and directory of the clothing manufacture and cutting up trade, U. S. and Canada, incl. also manufacturers of awnings, sails, tents, flags, trunks, and bags, window shades, etc. Dy Coll

Sheldon's manufacturing trade (the cutting-up trade); manufacturers of men's, women's and children's garments, arranged in cities and states giving class of goods made, names of buyers and location of N. Y. headquarters. Dy Coll

*Coal*

Coal field directory and mining catalogues of coal mining; indexed by products together with a directory of mines by states and counties. Dy Coll

*Cordage*

Davison's cordage, twine and duck trade; cordage and twine manufacturers of the U. S. and Canada, incl. cotton, silk, linen, flax, hemp, jute, manila and sisal; with jobbers manufacturers' agents, city offices selling agents. Dy Coll

*Corporations—N. J.*

N. J. Dept. of state. Corporations of N. J., list of certificates filed. This is supplemented by a card index of clippings from the weekly periodical "N. J. commerce and finance." Dy Coll

*Corporations—N. Y. City.*

Polk, R. L. and co.'s Trow N. Y. copartnership and corporation directory; borough of Manhattan and Bronx. Dy Coll

*Dentists*

Polk's dental register and directory of the U. S. and Canada; list of dentists arranged by states and provinces; date and college of graduation; existing and extinct dental colleges; dental societies; laws of registration and other laws relating to the profession; dental journals and an index of dentists arranged alphabetically. Dy Coll

*Directors*

Directory of directors in the city of N. Y. Dy Coll

*Druggists*

Era druggists' directory of the U. S., Canada, Cuba, Porto Rico, Manila and Hawaiian Islands; wholesale and retail druggists, manufacturers, importers and wholesale houses that supply the drug trade. Dy Coll

Thomas' drug trades reference book; wholesale and retail druggists, manufacturers of patent medicines and other goods sold by the drug trade. *Dy Coll*

#### *Dry Goods*

Sheldon's jobbing trade and city offices; jobbers in dry goods, cloths, tailors' trimmings, furnishing goods, hosiery, notions and millinery, arranged in states and cities, location of office in N. Y., names of resident buyers, the several departments and buyers; also converters of cotton goods. *Dy Coll*

Sheldon's N. Y. resident buyers with the firms represented by each; N. Y. packing companies with firms packed and shipped for. *Dy Coll*

Sheldon's retail trade of the U. S.; representative retailers in dry goods, notions, etc., arranged in states and cities, location of office in N. Y. and name of resident and department buyers. *Dy Coll*

#### *Education*

Capen, S. P. Accredited secondary schools in the U. S. *Dy Coll*

Patterson's Amer. educational directory; public, private and endowed schools, colleges, higher and secondary institutions of learning; the boards of education, city superintendent of schools, special supervisors and principals of high schools; a library directory, national educational associations, etc. *Dy Coll*

Sargent, P. A. Handbook of the best private schools of the U. S. and Canada. *Dy Coll*

U. S. Bureau of education. Educational directory. Includes city, county, division, township and district superintendents; boards of trustees and presidents of universities and colleges; presidents and deans of professional schools; educational associations, periodicals, etc. *Dy Coll*

#### *Electricity*

McGraw electrical directory; electric railway ed. comprising buyers' guide for electric railways and electric railway directory. *Dy Coll*

McGraw electrical directory; lighting and power ed., comprising central stations, supply dealers, contractors and jobbers. *Dy Coll*

Universal electrical directory (J. A. Berly's); all the industries directly or indirectly connected with electricity or

magnetism and the names and addresses of manufacturers in Great Britain, India, the colonies, the continent, etc. *Dy Coll*

#### *Embroidery*

O. K. guide of embroidery and laces. Includes hand and shuttle machine embroidery manufacturers, handkerchief, lace and lace curtain manufacturers, etc. *Dy Coll*

#### *Engineering*

Sweet's engineering catalogue; a collection of condensed catalogues comprising materials of construction; contractors, plant, power plant equipment and allied products. *Dy Coll*

#### *Exporting*

Amer. exporter's export trade directory; export commission houses, foreign buyers, manufacturers' export agents, foreign exchange banks and bankers, marine insurance companies, export truckmen, foreign freight forwarders in all the principal U. S. ports. *Dy Coll*

Exporters' encyclopedia; containing information relative to shipments for every country in the world. *Dy Coll*

#### *Fairs*

Huff's national fair directory; the horseman's official racing guide for state and county fairs of the U. S. *VF*

#### *Fertilizers*

Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades directory of the cotton-seed oil mills, brokers, importers and exporters, chemists, phosphate miners, sulphuric acid plants, lead burners, etc. *Dy Coll*

#### *Fishermen*

Fishing master's assoc. Fishermen of the Atlantic; containing list of fishing vessels of the New England coast, N. Y., Florida and Nova Scotia ports. *Dy Coll*

#### *Florists*

Amer. florist company's directory of florists, nurserymen and seedsmen of the U. S. and Canada; also horticulturists, landscape architects, parks, cemeteries, botanical gardens, societies, horticultural supply concerns and catalogue firms. *Dy Coll*

#### *Foundries*

Penton's foundry list; a directory of the gray and malleable iron, steel, brass and

Directories, Trade, professional and miscellaneous—Foundries—Continued  
aluminum foundries of the U. S. and Canada. The pattern and machine shops operated in connection with these plants also are indicated.      *Dy Coll*

*Fur*

Fur trade review. Directory of the fur trade.      *Dy Coll*

*Furniture*

Directory of furniture manufacturers of the U. S.      *Dy Coll*

*Gas*

Brown's directory of Amer. gas companies; gas statistics; manufactured and natural gas companies, acetylene and gasoline town-plants, parent or operating companies, public service commissions, officers, directors, and committees of gas associations, etc.      *Dy Coll*

*Glass*

Gauding, H. W. Complete directory of glass factories in the U. S. and Canada, containing tableware, bottles, window and plate glass factories; capacity of plants, lines manufactured, company officials; manufacturers' and workers' organizations, cut glass plants and mold shops.      *VF*

*Groceries*

Thomas' wholesale grocery and kindred trades register of the U. S. and Canada. Incl. wholesale grocers; provision, produce, flour and feed dealers; exporters of food products, brokers, important retail grocers, department stores of \$25,000 or more capital that handle groceries; warehouses and cold storage; wholesale bakers, canned food packers, jobbers, etc. confectionery, meat packers, etc.      *Dy Coll*

*Hardware*

Thomas' hardware, sporting goods and kindred trades register; wholesale and retail hardware and sporting goods dealers of U. S. and Canada.      *Dy Coll*

*Harness*

Amer. harness and saddlery directory; wholesale and retail harness manufacturers and dealers in the U. S. and Canada; also list of buyers in wholesale trade.      *Dy Coll*

*Hats*

Amer. hatter trade directory; classified lists of all branches of the hat and cap

trades of the U. S. and Canada, and hat dealers in 50 foreign countries.      *Dy Coll*  
*Hotels*

Official hotel red book and directory of the U. S., Canada, Mexico, Cuba, Hawaii, West Indies and South Amer. cities.      *Dy Coll*

World's hotel blue book.      *Dy Coll*

*Insurance*

Hayden's annual cyclopedia of insurance in the U. S.      *Dy Coll*

Insurance directory of the states of N. Y. and N. J.; containing company staffs, agents and branch managers with companies represented and brokers; also county and local underwriters' organizations and kind of fire department of each city.      *Dy Coll*

Insurance year book; fire and marine.      *Dy Coll*

Insurance year book; life, casualty and miscellaneous.      *Dy Coll*

Flitcraft, A. J. Life insurance manual; application agreements and complete policy forms of life insurance companies.      *Dy Coll*

*Iron and Steel*

Amer. iron and steel assoc. Directory to the iron and steel works of the U. S., embracing a full list of the blast furnaces, rolling mills, steel works, bloomaries and tin and terne plate works; also classified list of wire rod mills, rail mills, structural mills, plate, sheet and skelp mills and Bessemer open hearth, crucible and steel casting works. 3v.      *Dy Coll*

Backert, A. O. A B C of iron and steel; with a directory of the iron and steel works and their products of the U. S. and Canada.      *Dy Coll*

National iron and steel, coal and coke blue book; a list of firms, corporations and individuals engaged in the production of iron and steel, coal and coke in the U. S.      *Dy Coll*

Ryland's colliery, iron, steel, tin-plate, engineering and allied trades directory with brands and trade marks.      *Dy Coll*

*Jewelry*

Fogerty's directory of the jewelry and kindred trades in the U. S.      *Dy Coll*

Jewelers' circular buyers of the manufacturers, importers and jobbers in the jewelry and kindred trades.      *VF*

Jobbers hand book; a complete list of manufacturing jewelers and kindred trades.  
Dy Coll

#### *Knit goods*

Davison's hosiery and knit goods trade; a directory of the hosiery and knit goods manufacturers of the U. S. and Canada, incl. jobbers, with names of buyers, large retailers, hosiery and knit goods dyers, knitting yarns, raw and thrown silk, cotton, wool and silk waste; manufacturers' agents, city offices and salesrooms of mills and selling agents.  
Dy Coll

#### *Lawyers*

Hubbell's legal directory for lawyers and business men; containing the names of one or more of the leading and most reliable attorneys in the principal cities and towns in the U. S. and Canada; synopsis of the laws of the states, etc.  
Dy Coll

Martindale's Amer. law directory.  
Dy Coll  
N. J. lawyers' diary and bar directory; containing also common higher court practice rules, county and district court rules and practice; federal, state and county officers, etc.  
Dy Coll

#### *Leather*

Hide and leather's year book and directory of tanners; manufacturers of glazed kid, patent kid, colt kid, morocco, etc.; manufacturers of shoes, harness, gloves and leather goods; leather and findings dealers; packers, dealers and brokers in hides, pelts, wool, tallow, furs; manufacturers and tanners, machinery, supplies, extracts, etc.  
Dy Coll

Shoe and leather reporter annual; shoes, leather findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world.  
Dy Coll

#### *Lithographers*

Trade directory of lithographers; names and addresses of all the lithographing establishments in the U. S. and Canada, showing users of offset presses and tinprinting presses, together with a selected list from foreign countries.  
Dy Coll

#### *Lumber*

Lumbermen's credit assoc. Reference book.  
Dy Coll

#### *Machinery*

Thomas' Amer. machinery, iron, steel and metal trades reference book of the U. S.; users of metal working machinery and tools and users of iron, steel, metals and supplies; dealers in machinery, tools, machinists, mill and engineers' and railroad supplies, iron, steel and metals, scrap iron, etc.  
Dy Coll

#### *Mail order business*

Annual register of supply sources; a directory of first hands in general merchandise suitable for the local and mail order merchant; consisting of 5c., 10c. and 25c. specialties, etc.  
Dy Coll

#### *Manufacturers*

Engineering directory; jobbers, dealers and manufacturers of mill, steam, mine, heating, lighting, plumbing supplies, tools and machinery; wholesale dealers in hardware, cement mills, waterworks, gas companies, architects, textile mills, flour mills, sugar mills, manufacturers of lumber; paper and pulp mills, ice and refrigerating plants, brewers, cotton oil mills, cotton gins, etc.  
Dy Coll

Hendrick's commercial register of the U. S. for buyers and sellers, with which has been incorporated The assistant buyer; especially devoted to the interests of the architectural, contracting, electrical, engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries.  
Dy Coll

Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries.  
Dy Coll

MacRae's blue book; consolidated with The railway supply index-catalogue; railway supply manufacturers and their products.  
Dy Coll

Thomas' register of Amer. manufacturers and first hands in all lines.  
Dy Coll

#### *Manufacturers—N. J.*

N. J. Bureau of industrial statistics. Industrial directory of N. J.; cities, towns and villages having a population of one hundred and over, with railroad, banking, express and postal facilities; also list of articles manufactured in N. J. with names of firms; cities and towns offering special industrial opportunities.  
Dy Coll

Directories, Trade, professional and miscellaneous—Continued

*Manufacturers—N. Y. state*

N. Y. state Dept. of labor. Annual industrial directory of N. Y. state. Dy Coll

*Manufacturers—Newark*

Newark Board of Trade. Industrial exposition committee. Newark made goods. 1913. Dy Coll

*Manufacturers—South*

Southern industries; the Tradesman classified directory and buyers guide. Dy Coll

*Manufacturers—The West*

Western blue book and buyers' reference; containing a list of the constructional, engineering, electrical, mechanical, mill, mining, foundry, iron, steel, quarry, machinery, railroad and kindred industries. Dy Coll

*Medicine*

Polk's medical register and directory of North Amer. comprising list of physicians and surgeons with school practiced and date and college of graduation; existing and extinct medical colleges; medical societies; penal, reformatory and charitable state institutions; hospitals, homes, sanitaria, dispensaries, asylums and other medical institutions; laws of registration and other laws relating to the profession; medical journals; medical libraries; a therapeutical classification of Amer. health resorts; national and inter-state medical and surgical associations, etc. Dy Coll

*Men's furnishing goods*

Haberdasher directory. VF

*Metal goods*

Rousset, C. Annuaire de la quincaillerie et des metaux. A classified directory of the hardware and metal goods trade of the world. Dy Coll

*Millinery*

Millinery trade review. Where to buy millinery goods; manufacturing and wholesale houses in all branches of the millinery trade, N. Y. resident buyers and the houses for which they buy. VF

*Mines*

Mining manual, by W. R. Skinner; a record of information concerning mining companies, preceded by tables of crushings and gold outputs and followed by lists of mining directors, secretaries, mining and consulting engineers and mine managers. Dy Coll

*Moving pictures*

Motion picture trade directory; a classified trade directory of the motion picture and allied industries; containing the names and addresses of the Amer. manufacturers of everything used in the construction, maintenance and operation of a motion picture theatre. VF

*Municipal officers*

Engineering news. City officials of the U. S., comprising all cities and towns having more than 5,000 inhabitants. VF

*Newspapers and periodicals*

Amer. newspaper annual and directory; newspapers and periodicals published in the U. S., territories and Dominion of Canada, Cuba and the West Indian Islands. Ayer.

Dy Coll

Chesman, N. and co. Newspaper rate book; newspapers and periodicals in the U. S., Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands having 5,000 circulation and over, with advertising rates, circulation, etc. Dy Coll

Newspaper press directory and advertisers guide; containing particulars of every newspaper, magazine, review and periodical published in the United Kingdom and the British Isles; the continental, Amer., Indian and colonial papers and a directory of the class papers and periodicals. Dy Coll

Dy Coll

Severance, H. O. Guide to the current periodicals and serials of the U. S. and Canada. Dy Coll

U. S. Bureau of foreign and domestic commerce. Foreign publications for advertising Amer. goods, advertising rates, circulation, subscription prices, etc. VF

*Nurserymen*

Amer. fruits year book and directory of nurserymen of the U. S., Canada and Europe. VF

*Opticians*

Blue book of optometrists and opticians in the U. S. and Canada; colleges, officers of societies, examining boards, text of the laws, wholesale jobbing houses, manufacturers, optical books, etc. Dy Coll

*Osteopaths*

Amer. osteopathic assoc. Directory of members and a directory of regularly graduated osteopathic physicians not members of the association. Dy Coll

*Paper*

Lockwood's directory of the paper, stationery and allied trades. Includes paper, pulp and fibre mills, paper dealers, paper stock and rag dealers, bag and box manufacturers, specialties, stationers, trade associations, twine manufacturers, watermarks and brands.

By Coll

Paper makers' directory of all nations; containing the principal paper, pulp and board mills of the world.

By Coll

Printers' green book; containing a classified list of watermarked bonds, linens, writings and ledgers, as well as high grade covers and book papers, with list of prices and paper jobbers who carry the same in stock.

By Coll

*Pianos*

Piano and organ purchasers' guide; containing information with regard to pianos, player-pianos, piano-players, pipe and reed organs and their various makers.

By Coll

Piano trade directory of the U. S.; piano dealers, tuners, manufacturers; names of pianos and their manufacturers, pianos containing player mechanism, manufacturers traveling representatives, piano factory superintendents, manufacturers of piano player actions and piano supplies.

By Coll

*Pottery*

Keller's annual of the pottery and glassware trades, potteries, glass factories and glass cutting shops in the U. S. with capacity, average number of hands employed, kind of wares made, etc.; N. Y. offices of domestic and foreign manufacturers, etc.

By Coll

*Public officers*

U. S. Bureau of the census. Official register of the U. S.; persons in the civil, military and naval service exclusive of the post office.

By Coll

*Railroad officials*

Pocket list of railroad officials; containing the name of officials in charge of railroads, private car companies, telegraph and express companies, fast freight lines and transportation companies of U. S., Canada and Mexico. Quarterly.

By Coll

Universal directory of railway officials.

By Coll

*Real estate*

Jackson's real estate directory; leading real estate agents, abstractors, loan com-

panies and real estate attorneys of the U. S. and Canada.

By Coll

Polk's real estate register and directory of the U. S. and Canada; real estate dealers and agents and abstractors of titles, lists of non-resident commissioners of deeds, a digest of the statutes affecting real estate, U. S. public lands, etc.

By Coll

*Refrigeration*

Ice and refrigeration blue book; a directory of the ice making, cold storage, refrigerating and auxiliary trades; ice factories, cold stores, packing houses, breweries, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in the U. S. and Canada.

By Coll

*Rubber*

Rubber trade directory of the world. Includes rubber goods factories; crude rubber importers, dealers, etc.; reclaimers, waste rubber dealers, rubber machinery and devices, offices of planting companies, oversea planting companies and oversea exporters.

By Coll

*Sawmills*

Amer. lumberman. Register of sawmill equipment.

By Coll

U. S. Bureau of foreign and domestic commerce. Directory of Amer. sawmills.

By Coll

*Securities*

Financial review; finance, commerce, railroads.

By Coll

Fitch bond book, describing the most important bond issues of the U. S. and Canada.

By Coll

Manual of statistics; stock exchange handbook; railroad, industrial and government securities; stock exchange quotations; mining, grain and provisions; cotton, money, bank and trust companies.

By Coll

Moody's manual of railroads and corporation securities. v. 1. Railroads. v. 2.

Industrial and public utilities. By Coll

Moody's analyses of investments; public utilities and industrials.

By Coll

Moody's analyses of investments; railroads.

By Coll

Mundy, F. W. Earning power of railroads; mileage capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc.

By Coll

Directories, Trade, professional and miscellaneous—*Securities—Continued*

Poor's manual of industrials; manufacturing, mining and miscellaneous companies.

Dy Coll

Smythe, R. M. Obsolete Amer. securities and corporations illus. with photographs of important repudiated bonds. 1904. 1911. 2v.

Dy Coll

Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities. The stock exchange, London.

Dy Coll

#### *Shipping*

Blue book of Amer. shipping; marine and naval directory of the U. S.; statistics of shipping and ship building in Amer.

Dy Coll

Directory of shipowners, shipbuilders and marine engineers.

Dy Coll

Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of ship-owners, ship brokers, and ship-masters; originally comp. by C. D. Urquhart. 14th ed. 1910.

Dy Coll

Lloyd's register of shipping. 3v. Dy Coll Shipping world year book; a desk manual in trade, commerce and navigation; port directory of the world, tariffs of all nations, etc.

Dy Coll

U. S. Bureau of navigation. List of merchant vessels of the U. S. with official numbers and signal letters and list of vessels belonging to the U. S. government with distinguishing signals. Dy Coll

U. S. Steamboat inspection service. List of officers of merchant, motor and sail vessels licensed.

VF

#### *Silk*

Davison's silk trade; a directory of the silk manufacturers of the U. S. and Canada and including silk jobbers, retailers, silk dyers, manufacturers' agents, city offices and salesrooms of silk mills, and "cutting-up" trade of N. Y. city and a classified directory of manufacturers of all kinds of silk goods.

Dy Coll

#### *Sporting goods*

Sporting goods publishing co. Directory of the sporting goods trade.

VF

#### *Streets*

U. S. post office dept. Street directory of the principal cities of the U. S., embracing letter carrier offices established to April 30, 1908. 5th ed. 1908.

Dy Coll

#### *Sugar*

Modern sugar planter. Directory of Louisiana sugar planters; embracing all who manufacture sugar and the larger ones who only grow cane; showing capacity, location of every factory and areas in cultivation on the plantations, also the buyers for the sugar factory companies.

VF

#### *Tea, coffee and spices*

Ukers' tea and coffee buyer's guide to first hands in the tea, coffee, spice and fine grocery trades; being a carefully compiled list of the leading supply houses in the U. S. and foreign countries.

Dy Coll

#### *Telephones*

Telephony's directory of the telephone industry. Includes independent companies, Bell information, telegraph and cable companies, national and state telephone associations, national and state public service commissions, directory for telephone apparatus and accessories.

Dy Coll

#### *Textiles*

Davison's textile blue book, U. S. and Canada; cotton, woolen, silk, jute, flax and linen manufacturers, dyers, bleachers and print works, commission merchants, converters and brokers; cotton, wool, hair, waste and rag dealers; raw, thrown and spun silk dealers; classified directory of cotton and woolen mills and a textile supply directory.

Dy Coll

Official Amer. textile directory containing reports of all the textile manufacturing establishments in the U. S. and Canada together with the yarn trade index and lists of converters in lines of business selling to or buying from textile mills.

Dy Coll

#### *Theatres*

Gus Hill's national theatrical directory. Includes theatres, vaudeville theatres, moving picture houses, film exchanges, hotels, newspapers, billing; theatrical managers, producers and banking agents, representative attorneys, etc.

Dy Coll

#### *Tobacco*

New tobacco trade directory. Includes cigar and tobacco manufacturers, leaf tobacco dealers, wholesale dealers and jobbers, company stores, cigar and tobacco brokers and cigar box manufacturers.

Dy Coll

*Toys*

Toy buyers' guide; Amer. toy firms. VF

*Traveling goods*

Smith, P. L. Directory of the trunk leather goods and umbrella trades of the U. S. and Canada; comprising manufacturers of and retail dealers in trunks, traveling bags, suit cases, hand bags, fancy leather goods, umbrellas, parasols and canes; the wholesale trade and the supply trade.

Dy Coll

*Trust companies*

U. S. mortgage and trust co. Trust companies of the U. S., incl. Canada, Hawaii and Cuba; statements of condition, names of officers and directors, stock quotations, dividend rates, etc.

Dy Coll

*U. S. Congress*

U. S. Congress. Official congressional directory for the use of the U. S. Congress.

Dy Coll

*Waste*

Waste trade publishing co. Dealers' and consumers' directory of the waste trade of the world; containing every dealer, merchant, broker, importer, exporter and consumer.

Dy Coll

See also Year books

## Directors

List of directors of national, state and savings banks and trust companies of the principal cities of the U. S. (In Bankers register).

Dy Coll

## Directors—N. Y. city

Directory of directors in the city of N. Y.

Dy Coll

Polk, R. L. & co.'s Trow, N. Y. copartnership and corporation directory; boroughs of Manhattan and Bronx.

Dy Coll

## Directory and chronicle for China, Japan, Corea, etc.

Dy Coll

## Directory of Amer. cement industries. ed. by C. C. Brown. 1909.

Dy Coll

## Directory of directors in the city of N. Y.

Dy Coll

## Directory of shipowners, shipbuilders and marine engineers.

Dy Coll

## Directory of the chief industries of India, Burma, etc. (Thacker's).

Dy Coll

## Discount

Warburg, P. M. Discount system in Europe. 1910. (Nat. monetary com.).

332W19

See also Banks and banking; Interest

Discoveries and inventions of the twentieth century. Cressy, E. 1915. 608C82

## Dispensaries—Directories

Polk's medical register and directory of North Amer. Dy Coll

See also Charities—Directories

Display window lighting. Godinez, F. L. 1914. 659G54

Distribution of incomes in the U. S. Streightoff, F. H. 1912. 330St83

Distribution of ownership. Underwood, J. H. 1907. 331Un2

## Distribution of wealth. See Wealth

Dividend law and some of its applications. Hurtt, J. M. 1909. 657H94

Dividend to labor. Gilman, N. P. 1899. 331G421

Dockham's Amer. report and directory of the clothing manufacture and cutting up trade. U. S. and Canada. Dy Coll

## Docks

Dry docks and marine railways of Great Lakes, seaboard and rivers and of the U. S. navy. (In Blue book of Amer. shipping.) Dy Coll

Lloyd's register of shipping. 3v. Dy Coll

See also Harbors

Doctors. See Dentists; Osteopaths; Physicians and surgeons

Documents. See Government publications; State publications

Dodd, A. Reports to the board of directors of the Mutual benefit life insurance co., from 1877 to Jan. 1901. 1901. 368D661

Dodd, A. F. History of money and banking in the British empire and the U. S. 1911. 332D662

Dominican Republic—Directories. See Directories, Foreign

Dominion of Canada and Newfoundland gazetteer and classified business directory.

Dy Coll

Douglas, A. H. Elements of commercial law. 1909. 347D74

Dresser, H. W. Human efficiency. 1912. 170D81

Droege, J. A. Freight terminals and trains, incl. a revision of Yards and terminals. 1912. 625D83

Drug trade—Advertising. See Advertising—Drug trade

## Drug trade—Directories

Era druggists' directory of the U. S., Canada, Cuba, Porto Rico, Manila and Hawai-

- Drug trade—Directories—Continued  
 ian Islands; wholesale and retail druggists, manufacturers, importers and wholesale houses that supply the drug trade. Dy Coll
- Rousset, C. *Annuaire produits chimiques et de la droguerie.* A classified chemical and drug directory of the world. Dy Coll
- Thomas' drug trades reference book; wholesale and retail druggists, manufacturers of patent medicines, manufacturers of other goods sold by the drug trade. Dy Coll
- Drummers. See Commercial travelers
- Drury, H. B. *Scientific management.* 1915. 658.1D84
- Dry docks. See Docks
- Dry goods trade—Directories  
 Dry goods commission merchants and manufacturers' agents. (In Davison's textile blue book. U. S. and Canada.) Dy Coll
- Dry goods jobbers who handle silk goods with name of buyer for silk departments. (In Davison's silk trade.) Dy Coll
- General stores carrying leather goods. (In Shoe and leather reporter annual.)  
 Dy Coll
- Jobbers and department stores. (In Dockham's Amer. report and directory.)  
 Dy Coll
- Manufacturers' selling agents and dry goods commission houses in the principal cities in the U. S. (In Official Amer. textile directory.)  
 Dy Coll
- Sheldon's jobbing trade and city offices, containing jobbers in dry goods, cloths, tailors' trimmings, furnishing goods, hosiery, notions and millinery giving location of office in N. Y.; names of resident buyers, departments and buyers; also converters of cotton goods. Dy Coll
- Sheldon's N. Y. resident buyers with the firms represented by each; N. Y. packing companies with firms packed and shipped for. Dy Coll
- Sheldon's retail trade of the U. S. containing representative retailers in dry goods, notions, etc.; giving location of office in N. Y. and names of resident and department buyers. Dy Coll
- See also Accounting—Department stores; Advertising; Clothing trade; Cotton goods trade; Department stores; Embroidery trade; Fur trade; Glove trade; Handkerchief trade; Hat trade; Hosiery trade; Knit goods trade; Lace trade; Men's furnishing goods trade; Millinery trade;
- Novelties; Retail trade; Silk trade; Trunk and traveling bag trade; Umbrella and cane trade; Underwear trade
- Dry goods trade—Periodicals  
 Dry goods economist. Weekly
- Dryden, J. F. *Addresses and papers on life insurance.* 1909. 03D8411
- Dues and charges on shipping in foreign and colonial ports. 1910. Dy Coll
- Dumas, J. *Registering titles to land.* 1900. 347D89
- Duncan, J. C. *Principles of industrial management.* 1914. 658.1D91
- Dunham, H. P. *Business of insurance.* 3v. 1912. 368D92
- Dunn, S. O. *Amer. transportation question.* 1912. 385D921
- Current railway problems.* 1911. 385D92
- Government ownership of railways. 1913. 385D9211
- Durand, E. D. *Trust problems.* 1915. 338.8D93
- Durell, F. *Fundamental sources of efficiency.* 1914. 658.1D93
- Dutch East Indies—Directories. See Directories, Foreign
- Duties. See Tariff
- Duties of collectors under the tax laws of N. J. Usher, T. B. 1911. 336.2Us31R
- Dwyer, I. E. *Business letter.* 1914. 658.8D97
- Dyers—Directories  
 Bleaching, dyeing, printing and finishing. (In Official Amer. textile directory.)  
 Dy Coll
- Dyers and finishers of silk goods. (In Davison's silk trade.) Dy Coll
- Dyers, finishers and bleachers of hosiery, knit goods, knitting, yarns, etc. (In Davison's hosiery and knit goods trade.)  
 Dy Coll
- Dyers, finishers, print works and bleacheries. (In Davison's textile blue book, U. S. and Canada.)  
 Dy Coll
- E**
- Earling, P. R. *Whom to trust.* 1890. 658Ea7
- Earning power of railroads. Mundy, F. W. Dy Coll
- East Africa—Directories. See Directories, Foreign
- Easton, H. T. *Tate's modern cambist.* 25th ed. 1912. 332Ea7R
- Eaton, A. M. *Free trade vs. protection.* 1913. 337Ea8

- Eaton, J. S. Education for efficiency in railroad service. 1909. 371.4Ea8  
 Handbook of railroad expenses. 1913. 656Ea8
- Eaton, S. How to do business. 1896. 658Ea8
- Eckel, E. C. Portland cement industry from a financial standpoint. 1909. 691Ec51
- Eckhardt, H. M. P. Rational banking system. 1911. 332Ec5
- Economic aspects of the war. Clapp, E. J. 1915. 940C53
- Economic causes of great fortunes. Youngman, A. 1909. 338Yo8
- Economic conditions  
 Assoc. adv. clubs of the world—Educational research committee. Report of merchandizing investigation. 1915. 658As7 1916. VF
- Cahn, Herman. Capital today; a study of recent economic development. 1915. 331C112
- Chamber of commerce of U. S. of America. General crop and business conditions and the outlook for business during the first four months of 1916. 1915. VF
- Information; a digest of current events. Monthly
- Mitchell, W. C. Business cycles. 1913. (Memoirs of the Univ. of Cal.). 332M691R
- Moore, H. L. Economic cycles; their law and cause. 1914. 338.1M78
- Public affairs information service; a cooperative clearing house of public affairs information. Weekly
- Economic cycles; their law and cause. Moore, H. L. 1914. 338.1M78
- Economic geography. See Commercial geography
- Economic theory of risk and insurance. Willlett, A. H. 1901. 368W66
- Economic theory of the location of railways. Wellington, A. M. 1906. 625W46
- Economics  
 Bilgram, H. Cause of business depressions; an analysis of the basic principles of economics. 1914. 330B49  
 Bücher, C. Industrial evolution. 1907. 330.9B86
- Carnegie, A. Gospel of wealth and other timely essays. 1900. 330.4C21
- Clews, H. Wall street point of view. 1900. 330C59
- Fisher, I. Elementary principles of economics. 1912. 330F53
- Fiske, A. K. Honest business; right conduct for organizations of capital and of labor. 1914. 174F541
- Hawley, F. B. Enterprise and the productive process. 1907. 330H31
- Hawtrey, R. G. Good and bad trade; an inquiry into the causes of trade fluctuations. 1913. 332H31
- Hill, J. J. Highways of progress. 1910. 330H55
- Hobson, J. A. Industrial system; an inquiry into earned and unearned income. 1909. 330H65
- Hobson, J. A. Work and wealth; a human valuation. 1914. 330H6511
- Meade, E. S. Economics; a practical exposition of the science of business. 1910. (Alex. Hamilton inst. Mod. bus. v. 1.) 330M46
- Seager, H. R. Principles of economics. 1913. 330Se122
- Seligman, E. R. A. Principles of economics. 1914. 330Se4
- Shaw, A. W. Some problems in market distribution. 1915. 658.9Sh2
- Smith, A. Wealth of nations, a new and condensed ed.; preface and introduction by H. Macpherson. 1904. 330Sm511
- Taussig, F. W. Principles of economics. 2d ed. 2v. 1915. 330T19  
 See also Balance of trade; Banks and banking; Business; Capital; Commerce; Competition; Cooperation; Cost; Cost and standard of living; Credit; Debts, Public; Depreciation; Economic conditions; Efficiency, Industrial; Exchange; Factory management; Finance; Government ownership and control; Income; Industry; Interest; Investments; Labor and capital; Labor and laboring classes; Labor unions; Land; Manufactures; Money; Monopolies; Panics; Prices; Produce trade; Profit; Profit sharing; Property; Single tax; Speculation; Statistics; Stock exchange; Stocks; Tariff; Taxation; Transportation; Trusts; Valuation; Wages; Wealth.
- Economics—Periodicals  
 The annualist; a magazine of finance, commerce and economics. Weekly
- Economic world; formerly Market world and chronicle. Weekly
- Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of Amer. Monthly

- Economics of business. Brisco, N. A. 1913. 658.1B77
- Economics of contracting. Hauer, D. J. 1911. 620H29
- Economics of efficiency. Brisco, N. A. 1914. 658.1B771
- Economics of enterprise. Davenport, H. J. 1913. 330D271
- Economics of interurban railways. Fischer, L. E. 1914. 621.3F52
- Economics of railway operation. Byers, M. L. 1908. 656B99
- Economy and training of memory. Watt, H. J. 1909. 154W34
- Ecuador—Directories. See Directories, Foreign
- Eddis, W. C. Manufacturers' accounts. 3d ed. 1904. 657Ed2
- Eddy, A. J. New competition. 1912. 334Ed2
- Edelman, P. E. Inventions and patents. 1915. 608Ed2
- Edgar, A. E. How to advertise a retail store. 4th ed. 1913. 659Ed31
- Education. See Business education; Colleges and universities; Corporation schools; Industrial education; Memory; Schools; Vocation, Choice of
- Education—Directories
- Capen, S. P. Accredited secondary schools in the U. S. Dy Coll
- Flexner, M. Directory of trade, industrial and art schools in Greater N. Y. 1909. 371.4F63R
- Patterson's Amer. educational directory; public, private and endowed schools, colleges, higher and secondary institutions of learning; the boards of education, city superintendent of schools, special supervisors and principals of high schools; a library directory, national educational associations, etc. Dy Coll
- Sargent, P. A. Handbook of the best private schools of the U. S. and Canada. Dy Coll
- U. S. Bureau of education. Educational directory. Incl. city, county, division, township and district superintendents; boards of trustees and presidents of universities and colleges, presidents and deans of professional schools; educational associations, periodicals, etc. Dy Coll
- Educational and industrial evolution. Carlton, F. T. 1908. 371.4C19
- Education for efficiency. Davenport, E. 1909. 371.4D27
- Education for efficiency in railroad service. Eaton, J. S. 1909. 371.4Ea8
- Edwards, H. M. Electric light accounts. 1914. 657Ed9
- Effect of war on contracts. Phillipson, C. 1909. 341.P54
- Effective magazine advertising. Bellamy, F. 1909. 659B41
- Efficiency
- Efficiency society. Transactions. 1912. v. I. 658.1Ef4
- Koester, F. Price of inefficiency. 1913. 300K81
- Efficiency—Bibliography
- Select list of references on scientific management and efficiency. (In Special libraries. v. 4. p. 72-109.) 020.5Sp3R
- Thompson, C. B. Bibliography of scientific management. 1915. VF
- Efficiency, Industrial
- Brandeis, L. D. Scientific management and railroads. 1912. 658.1B73
- Brisco, N. A. Economics of business. 1913. 658.1B77
- Brisco, N. A. Economics of efficiency. 1914. 658.1B771
- Congress of technology, Boston. Technology and industrial efficiency. 1911. 600C76
- Dartmouth college—Conference on scientific management. Addresses and discussions at the conference 1911. 1912. 658.1D25
- Davies, J. P. Engineering office systems and methods. 1915. 658.1D28
- Drury, H. B. Scientific management; a history and criticism. 1915. 658.1D84
- Duncan, J. C. Principles of industrial management. 1914. 658.1D91
- Durell, F. Fundamental sources of efficiency. 1914. 658.1D93
- Emerson, H. Efficiency as a basis for operation and wages. 4th ed. 1914. (Works management lib.) 658.1Em311
- Emerson, H. Twelve principles of efficiency. 1912. 658.1Em31
- Evans, H. A. Cost keeping and scientific management. 1911. 658.1Evi
- Executive control; building up the organization; selecting and training men; reorganization under scientific management; establishing written standard practice; management duties, decisions and policies. 1915. (Factory management ser.) 658.1Ex3
- Franklin, B. A. Experiences in efficiency. 1915. (Works management lib.) 658.1F85
- Gilbreth, F. B. Motion study, a method for increasing the efficiency of the workman. 1911. 658G37
- Gilbreth, F. B. Primer of scientific management. 1912. 658.1G37

- Gilbreth, L. M. Psychology of management; the function of the mind in determining, teaching and installing methods of least waste. 1914. 658.1G372
- Going, C. B. Principles of industrial engineering. 1911. 658.1G56
- Goldmark, J. C. Fatigue and efficiency. 1913. (Russell Sage foundation.) 331.82G56
- Hartness, J. Human factor in works management. 1912. 658H25
- Hine, C. D. Modern organization; an exposition of the unit system. 1912. (Works management lib.) 658.1H58
- Hoxie, R. F. Scientific management and labor. 1915. 658.1H85
- Jones, E. D. Business administrator; his models in war, statecraft and science. 1914. 658J71
- Kent, W. Investigating an industry; a scientific diagnosis of the diseases of management. 1914. 658.1K41
- Kimball, D. S. Principles of industrial organization. 1913. 658.1K56
- Knoeppel, C. E. Installing efficiency methods. 1915. (Works management lib.) 658.1K751
- Knoeppel, C. E. Maximum production in machine-shop and foundry. 1911. (Works management lib.) 658.1K75
- Labor; building up a factory force; industrial policies; handling and training men; scientific management; wage payment; co-operation; safety and service work. 1915. (Factory management ser.) 658.1L11
- Lewis, E. S. Getting the most out of business; application of the scientific method to business practice. 3d ed. 1915. 658.1L58
- Machinery and equipment; producing and distributing power; how to equip the factory, more work from machinery, tools and shop furniture; machine upkeep; material handling and conveyors equipment of control. 1915. (Factory management ser.) 658.1M18
- Materials and supplies; purchasing methods; price, service and inspection policies; material tests, standards and specifications; purchasing and stores systems; how to take inventory. 1915. (Factory management ser.) 621.7M41
- Münsterberg, H. Psychology and industrial efficiency. 1913. 150M8815
- Operation and costs; bringing factory production up to capacity; scheduling and dispatching work; maintaining quality; cost keeping methods and systems; cost cutting and plant control. 1915. (Factory management ser.) 658.1Op2
- Parkhurst, F. A. Applied methods of scientific management. 1912. 658.1P22
- Redfield, W. C. New industrial day; a book for men who employ men. 1913. 658.1R24
- Scott, W. D. Increasing human efficiency in business. 1913. 658.1Sc03
- Smith, J. R. Elements of industrial management. 1915. 658.1Sm6
- Taylor, F. W. Concrete costs; tables and recommendations for estimating the time and cost of labor operations in concrete construction and for introducing economical methods of management. 1912. 692T21
- Taylor, F. W. On the art of cutting metals. 1906. 621.9T21
- Taylor, F. W. Principles of scientific management. 1914. 658.1T211
- Taylor, F. W. Shop management. 1912. 658.1T21
- Thompson, C. B. Scientific management; a collection of the more significant articles describing the Taylor system of management. 1914. (Harvard business studies.) 658.1T37
- Tipper, H. New business. 1914. (Assoc. adv. clubs of the world.) 658T49
- West, T. D. Efficient man; for the use of all interested in the training of minors and the development of supervisors. 1914. 658.1W52
- See also Factory management; Salesmanship; Success
- Efficiency, Industrial—Periodicals**
- Engineering magazine; specially devoted to the interests of proprietors, engineers and managers. Monthly
- Factory, the magazine of management. Monthly
- Journal of the Efficiency society. Monthly
- System; the magazine of business. Monthly
- Efficiency, Personal**
- Bennett, A. How to live on 24 hours a day. 1910. 374B43
- Bennett, A. The human machine. 170B43
- Bennett, A. Mental efficiency and other hints to men and women. 1911. 374B431
- Dresser, H. W. Human efficiency; a psychological study of modern problems. 1912. 170D81
- Employer and employee. (In Bus. man's lib. v. 8.) 658Bq62
- Gowin, E. B. Executive and his control of men; a study in personal efficiency. 1915. 658.1G74

- Efficiency, Personal—*Continued*
- Personality in business. (In Bus. man's lib. v. 9.) 658B962  
See also Memory; Success
- Efficiency as a basis for operation and wages. Emerson, H. 1914. 658.1Em311
- Efficiency society  
Journal of the Efficiency society. Monthly Transactions. 1912. 658.1Ef4
- Efficient man. West, T. D. 1914. 658.1W52
- Eggleston, D. C. Municipal accounting. 1914. (Ronald accounting ser.) 657Eg3
- Egypt—Directories. See Directories, Foreign
- Eke, J. A. Elements of insurance. 368Ek2
- Elbourne, E. T. Factory administration and accounts. 1914. 657Eli
- Electric industries—Directories  
McGraw electrical directory; electric railway ed.; comprising buyers' guide for electric railways and electric railway directory. 658El1  
McGraw electrical directory; lighting and power ed.; central stations, supply dealers, contractors and jobbers. 658El2  
Universal electrical directory (J. A. Berly's); containing a complete record of all the industries directly or indirectly connected with electricity and magnetism and the names of manufacturers in Great Britain, India, the colonies, the continent, etc. 658El3  
See also Corporations—Securities; Manufacturers; Public service corporations
- Electric lighting—Accounting. See Accounting—Electric lighting
- Electric power plants  
U. S. Bureau of the census. Central electric light and power stations. 1912. 1915
- Electric power plants—Directories  
List of central stations in U. S., Canada and Mexico. (In McGraw electrical directory; lighting and power ed.). 658El4  
See also Corporations—Securities; Public service corporations
- Electric railroads  
Fischer, L. E. Economics of interurban railways. 1914. 621.3F52  
Street and electric railways. (In U. S. Bureau of the census. Central electric light and power stations, 1912. 1915.  
See also Accounting—Electric railroads; Public service corporations—Securities; Public service railway co., Newark, N. J.
- Electric railroads—Directories  
McGraw electrical directory; electric railway ed.; comprising buyers' guide for electric railways and electric railway directory. 658El5  
See also Corporations—Securities; Public service corporations
- Electric railroads—Equipment  
Electric railway buyers' guide. (In McGraw electrical directory; electric railway ed.). 658El6  
Hitt, R. Electric railway dictionary. Comp. under the direction of a committee appointed by the Amer. electric railway assoc. 1911. 658El7
- Electric railroads—Guides  
Trolley lines within fifty miles of N. Y. City. (In Bullinger's monitor guide. Weekly.) 658El8
- Electric railroads—Periodicals  
Commercial and financial chronicle, incl. railway earnings section, railway and industrial section, electrical railway section. Weekly
- Electric railway auditing and accounting. Forse, W. H. 1908. 621.3F74
- Electric railway dictionary. Hitt, R. 658El9
- Electric railway journal. Public service railway of N. J. 1911. 621.3El22
- Electric vehicle trade. See Automobile trade
- Elementary book-keeping. Spicer, E. E. 1914. 657Sp41
- Elementary law. Robinson, W. C. 1910. 347R5621
- Elementary laws of advertising. Bunting, H. S. 1913. 659B881
- Elementary manual of statistics. Bowley, A. L. 310B68
- Elementary lessons in exporting. Hough, B. O. 1909. 380H81
- Elements of industrial management. Smith, J. R. 658.1Sm6
- Elements of insurance. Eke, J. A. 368Ek2
- Elements of railroad engineering. Raymond, W. G. 1908. 625R21
- Elements of statistical method. King, W. I. 1912. 311K58
- Elements of statistics. Bowley, A. L. 1907. 311B68
- Elfreth, W. H. Patents, copyrights and trade-marks. 1913. 608El2
- Eliot, C. W. Great riches, 1906. 177El4
- Elliott, H. Truth about the railroads. 1913. 385El5
- Ellis, C. B. Practical bookkeeping. 1908. 657El5
- Ely, R. T. Property and contract in their relations to the distribution of wealth. 2v. 1914. 331El91

## Embroidery trade—Directories

O. K. guide of embroidery and laces. Includes hand and shuttle machine embroidery manufacturers, handkerchief, lace, and lace curtain manufacturers, etc. The capacity of each plant and the number of employees is given. Dy Coll

Emerson, H. Efficiency as a basis for operation and wages. 4th ed. 1914. (Works management lib.) 658.1Em311

Twelve principles of efficiency. 1912. 658.1Em31

Emery, J. A. Handbook of the Federal trade commission act. 1915. VF

Eminent engineers. Goddard, D. 1906. 920G543

Empire of business. Carnegie, A. 1902. 330.4C211

Employees welfare. See Welfare work

## Employers' liability

Amer. acad. of pol. and soc. science. Risks in modern industry. 1911. 331.82Am3

Boyd, J. H. Treatise on the law of compensation for injuries to workmen under modern industrial statutes. 1913. 331.82B69R

Campbell, G. L. Industrial accidents and their compensations. 1911. 331.82C15

Henderson, C. R. Industrial insurance in the U. S. 1909. 331.82H382

Moll, T. J. Treatise on the law of independent contractors and their liability, etc. 1910. 347.4M73R

Schwedtman, F. C. Accident prevention and relief; Europe, England and Germany, with recommendations for action in the U. S. 1911. 331.82Sch9

U. S. Bureau of labor statistics. Workmen's insurance and compensation series (including laws relating thereto.) VF

See also Accidents, Industrial; Insurance, Accident; Insurance, Employers' liability; Insurance, Industrial; Labor laws; Safety appliances

## Encyclopedia of business law and forms.

Spalding, H. M. 1903. 347.7Sp1R

## Engineering

Fish, J. C. L. Engineering economics; first principles. 1915. 620F52

Fowler, C. E. Law and business of engineering and contracting, with forms and blanks for practical use. 1909. 620F82

Hauer, D. J. Economics of contracting; for contractors, engineers, superintendents and foremen engaged in engineering contracting work. 1911. 620H29

Larard, C. E. Practical calculations for engineers. 3d ed. 1914. 620L47

Tucker, J. T. Contracts in engineering; the interpretation and writing of engineering—commercial agreements. 1910. 620T79

See also Accounting—Engineering; Building material trade; Canals; Contractors' operations; Docks; Engineering supplies—Directories; Engineers; Harbors; Machinery trade; Manufacturers; Marine engineers; Railroad engineering; Rivers Engineering—Periodicals

Engineering magazine; specially devoted to the interests of proprietors, engineers and managers. Monthly

Engineering news. Weekly

Manufacturers record; a weekly newspaper devoted to the industrial, financial, railroad, mining, contracting, engineering, building and general business interests of the South and Southwest

Municipal journal. Weekly

Engineering directory. Dy Coll

Engineering economics. Fish, J. C. L. 1915. 620F52

Engineering news. City officials of the U. S. VF

Engineering office systems and methods. Davies, J. P. 1915. 658.1D28

## Engineering periodicals

Industrial arts index; a cumulative index to engineering and trade periodicals. 5 times yearly

## Engineering supplies—Directories

Sweets' engineering catalogue; a collection of condensed catalogues comprising materials of construction, contractors, plant, power plant equipment and allied products.

Dy Coll

Engineering valuation of public utilities and factories. Foster, H. A. 1912. 657F811

## Engineers—Directories

Civil, consulting, electrical, general, hydraulic, lighthouse, mechanical, mining, pneumatic, telegraph, telephone, torpedo and ventilating engineers. (In Universal electrical directory.)

Dy Coll

Consulting and manufacturing engineers. (In Ryland's colliery, iron, steel, tin-plate, engineering and allied trades.) Great Britain only.

Dy Coll

Goddard, D. Eminent engineers; brief biographies of 32 of the inventors and engineers who did most to further mechanical progress. 1906. 920G543

See also Marine engineers

England—Banks and banking. See Banks and banking—England

- England—Biography  
 Whitaker's red book of commerce; or, Who's who in business. Dy Coll  
 Who's who. Dy Coll
- England—Directories. See Directories, Foreign
- England—Industries  
 Bland, A. E. English economic history; select documents. 1914. 330.9B61
- English banking system. Withers, H. 1910. 332.1W77
- English economic history. Bland, A. E. 1914. 330.9B61
- English for business uses and commercial correspondence. Cody, S. 1914. 658.8C6412
- Ennis, W. D. Works management. 1911. 658En6
- Enterprise and the productive process. Hawley, F. B. 1907. 330H31
- Equitable life insurance society of the U. S. First fifty years, 1859-1909. 1909. 368Eq5
- Era druggists' directory. Dy Coll
- Erie railroad  
 Mott, E. H. Between the ocean and the lakes; the story of Erie. 1908. 625M85R
- Eritrea—Directories. See Directories, Foreign
- Erskine, F. M. Modern business correspondence. 1907. 658.8Er8
- Escher, F. Elements of foreign exchange. 3d ed. 1913. 332Esi
- Foreign exchange. (In Banking practice and foreign exchange. 1910. pt. 2. Alex. Hamilton inst. Mod. bus. v. 6.) 332B227
- Practical investing. 1914. 332Esi1
- Escott, T. H. S. Masters of English journalism. 1911. 070Esi
- Esquerré, P. J. Applied theory of accounts. 1914. 657Es6
- Essential elements of business character. Stockwell, H. G. 1911. 658St6
- Essentials in journalism. Harrington, H. F. 1912. 070H23
- Essentials of business English. McClintock, P. L. 1914. 658.8M13
- Essentials of business law. Burdick, F. M. 1908. 347.7B89
- Estates. See Administration of estates
- Estimates and agents companion. Brown, J. N. 1912. 368E81
- Ethical obligations of the lawyer. Archer, G. L. 1910. 340.9Ar2
- Ethics. See Business ethics; Legal ethics
- Europe—Banks and banking. See Banks and banking—Europe
- Europe—Directories. See Directories, Foreign
- Europe—Railroads. See Railroads—Europe
- Evans, H. A. Cost keeping and scientific management. 1911. 658.1Ev1
- Every-day business for women. Wilbur, M. A. 1910. 396W64
- Everyday freight rules. Bell, C. E. 1910. 385B41
- Every man's lawyer. Bolles, A. S. 1908. 3v. 347B63R
- Evidence  
 Wellman, F. L. Art of cross-examination. 1911. 347W46
- Evolution of credit and banks in France. Liessé, A. 1909. 332.1L62
- Examination of insurance companies. Wolf, S. H. 1910. 368W832
- Examples of industrial education. Leavitt, F. M. 1912. 371.4L48
- Exchange  
 Brown, H. G. International trade and exchange; a study of the mechanism and advantages of commerce. 1914. 330B81
- Clare, G. A B C of foreign exchanges. 1895. 332C54
- Easton, H. T. Tate's modern cambist; foreign exchanges and bullion; monetary systems of the world and foreign weights and measures; with chapters on exchange and bullion operations. 25th ed. 1912. 332Ea7R
- Escher, F. Elements of foreign exchange; a foreign exchange primer. 3d ed. 1913. 332Esi
- Foreign exchange (In Banking practice and foreign exchange. 1910. pt. 2. Alex. Hamilton inst. Mod. bus. v. 6.) 332B227
- Margraff, A. W. International exchange; its terms, parts, operations and scope; the foreign banking department and its administration by Amer. bankers. 4th ed. 1912. 332.1M33R
- See also Balance of trade; Currency; Currency question; Finance; Money
- Executive and his control of men. Gowin, E. B. 1915. 658.1G74
- Executive control. 1915. (Works management ser.) 658.1Ex3
- Executors. See Accounting—Administration of estates; Administration of estates
- Experiences in efficiency. Franklin, B. A. 1915. 658.1F85
- Experiments in industrial organization. Cadbury, E. 1912. 331C11
- Export trade  
 Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal, be-

- tween points in North Amer. and points in foreign countries. For contents see author entry 380Am3

Hough, B. O. Elementary lessons in exporting, to which is added an exporter's gazetteer of the world. 1909. 380H81

Hough, B. O. Practical exporting; a handbook for manufacturers and merchants. 1915. 658.5H81

Lissenden, G. B. Practice and law of export trading. 1914. 380L69

National foreign trade convention. Official report. 1914, 1915. 382N212

Pan American financial conference. Proceedings

U. S. Bureau of foreign and domestic commerce. The Business Branch receives all the publications of this bureau, daily, monthly, quarterly, annual, and special reports

See also Commerce; Forwarders; Jobbers, commission merchants, etc.; Postal service; Shipment of goods; Shipping; Tariff

Export trade—Directories

Amer. exporter's export trade directory; export commission houses, foreign buyers, manufacturers' export agents, foreign exchange banks and bankers, marine insurance companies, export truckmen, foreign freight forwarders, etc., in all the principal U. S. ports. Dy Coll

Exporter's encyclopaedia; containing information relative to shipments for every country in the world. Dy Coll

Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries. Dy Coll

Export trade—Periodicals

Amer. exporter; a monthly journal of foreign trade

The Americas. National city bank of N. Y. Monthly

Commerce reports. U. S. Bureau of foreign and domestic commerce. Daily. Contains reports of Amer. consuls on the current development of the trade of foreign countries and opportunities for the sale abroad of articles produced in the U. S.

Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning Amer. manufactures. Philadelphia commercial museum. Monthly

Dun's review; international ed.; a journal of international trade. Monthly

Export American industries. Nat. assoc. of manufacturers of the U. S. of Amer. Monthly

Exporters' review; issued in connection with the Exporters' encyclopedia. Monthly

Exports of domestic breadstuffs, cottonseed oil, food, animals, meat and dairy products, cotton and mineral oils, from principal customs districts of the U. S. U. S. Bureau of foreign and domestic commerce. Monthly

Exporters. See Jobbers, commission merchants, etc.

Exporters' encyclopedia. Dy Coll

Exports. See Tariff

Express service

Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal; between points in North Amer. and points in foreign countries. For contents see author entry 380Am3

Bullinger's post office, express and freight guide, containing every post office, railroad station, steamboat landing and U. S. fort in the U. S. and Canada, with railroad or water route on which every place or the nearest communicating point is located and the shipping directions by express or freight line from N. Y. city Dy Coll

Chandler, W. H. Express service and rates. 1914. 385C36

Getzler's transportation rates; freight rates, express and parcel post rates from N. Y., Chicago, Philadelphia, St. Louis, Boston, Cleveland, Baltimore, Detroit; also through freight rates between the cities of the central, middle and New England states. 1915. Dy Coll

See also Carriers; Forwarders; Parcel post; Postal service; Railroads—Rates; Shipment of goods; Transportation

F

Fackler, E. B. Notes on life insurance. 1907. 368F11

Factories

Foster, H. A. Engineering valuation of public utilities and factories. 1912. 657F811

## Factories --Continued

- Matheson, E. Depreciation of factories, mines and industrial undertakings and their valuation. 1910. 657M42  
See also Accounting—Factories; Valuation
- Factory accounts. Garske, E. 1902. 657G16
- Factory accounts. Hathaway, C. E. 1910. 657H282
- Factory administration and accounts. Elbourne, E. T. 1914. 657E11
- Factory cost. See Accounting, Cost; Accounting—Factories
- Factory law. See Employers' liability; Hours of labor; Labor laws
- Factory management
- Arnold, H. L. Factory manager and accountant. 1903. 657Ar6
  - Batey, J. Science of works management. 658.1B31
  - Buildings and maintenance; factory location and construction; types of buildings and what they cost; construction details; ventilation, lighting, sanitation and fire protection; factory housekeeping. 1915. (Factory management ser.) 621.7B86
  - Cadbury, E. Experiments in industrial organization. 1912. 331C11
  - Carpenter, C. U. Profit making in shop and factory management. 1908. (Works management lib.) 658C22
  - Church, A. H. Production factors in cost accounting and works management. 1910. (Works management lib.) 658C47
  - Church, A. H. Proper distribution of expense burden. 1908. (Works management lib.) 657C47
  - Church, A. H. Science and practice of management. 1914. (Works management lib.) 658.1C47
  - Day, C. Industrial plants; their arrangement and construction. 1911. (Works management lib.) 621.7D33
  - Dean, S. Shop and foundry management. 1913. 621.7D34
  - Diemer, H. Factory organization and management. 1914. 658D5621
  - Drury, H. B. Scientific management; a history and criticism. 1915. 658.1D84
  - Duncan, J. C. Principles of industrial management. 1914. 658.1D91
  - Elbourne, E. T. Factory administration and accounts; a book of reference with tables and specimen forms, for managers, engineers and accountants. 1914. 657E11
  - Emerson, H. Efficiency as a basis for operation and wages. 1914. (Works management lib.) 658.1Em311
  - Ennis, W. D. Works management. 1911. 658En6
  - Evans, H. A. Cost keeping and scientific management. 1911. 658.1Ev1
  - Executive control; building up the organization; selecting and training men; reorganizing under scientific management; establishing written standard practice; management duties, decisions and policies. 1915. (Factory management ser.) 658.1Ex3
  - Hartness, J. Human factor in works management. 1912. 658H25
  - Hoxie, R. F. Scientific management and labor. 1915. 658.1H85
  - Kent, W. Investigating an industry. 1914. 658.1K41
  - Kimball, D. S. Principles of industrial organization. 1913. 658.1K56
  - Knoepfel, C. E. Maximum production in machine-shop and foundry. 1911. (Works management lib.) 658.1K75
  - Labor; building up a factory force; industrial policies; handling and training men; scientific management; wage payment; cooperation; safety and service work. 1915. (Works management ser.) 658.1L11
  - Machinery and equipment; producing and distributing power; how to equip the factory, more work from machinery, tools and shop furniture; machine upkeep; material handling and conveyors equipment of control. 1915. (Factory management ser.) 658.1M18
  - Materials and supplies; purchasing methods; price, service and inspection policies; material tests; standards and specifications; purchasing and stores systems; how to take inventory. 1915. (Factory management ser.) 621.7M41
  - Nicholson, J. L. Nicholson on factory organization and costs. 1911. 657N52
  - Operation and costs; bringing factory production up to capacity; scheduling and dispatching work; maintaining quality; cost keeping methods and systems; cost cutting and plant control. 1915. (Factory management ser.) 658.1Op2
  - Perrigo, C. O. E. Machine-shop management. (In Amer. sch. of cor., Cyc. of commerce, etc. v. 2.) 650Am3
  - Perrigo, C. O. E. Modern machine shop construction, equipment and management. 1906. 621.9P42

- Smith, J. R. Elements of industrial management. 1915. 658.1Sm6
- Taylor, F. W. Shop management. 1912. 658.1T21
- Van Deventer, J. H. Handbook of machine shop management. 1915. 621.7V26
- Woods, C. E. Organizing a factory. (In Bus. man's lib. v. 6.) 658B962  
See also Accidents, Industrial; Accounting, Cost; Accounting—Factories; Efficiency, Industrial; Employers' liability; Hours of labor; Insurance, Industrial; Profit sharing; Safety appliances; Valuation; Wages; Welfare work
- Factory management—Periodicals
- Engineering magazine; specially devoted to the interests of proprietors, engineers and managers. Monthly
- Factory, the magazine of management. Monthly
- Factory management ser.
- Buildings and maintenance. 621.7B86
  - Executive control. 658.1Ex3
  - Labor. 658.1L11
  - Machinery and equipment. 658.1M18
  - Materials and supplies. 621.7M41
  - Operation and costs. 658.1Op2
- Factory manager and accountant. Arnold, H. L. 1903. 657Ar6
- Factory organization and administration. Diemer, H. 1914. 658D5621
- Factory organization and costs. Nicholson, J. L. 1911. 657N52
- Failure (in business). See Bankruptcy
- Fairs—Directories
- Huff's national fair directory; the horseman's official racing guide for state and county fairs of the U. S. VF
- Falkland Islands—Directories. See Directories, Foreign
- Famous legal arguments. Field, M. 1897. 347F45
- Fares. See Electric railroads—Guides; Railroads—Fares
- Farm implements. See Agricultural implement and machinery trade
- Farm products. See Commercial products; Marketing of farm products
- Farrington, F. Back in the harness; a sequel to Talks by the old storekeeper. 1908. 658F2413
- Clerks' book. 1907. 658F241
- Making a drug store pay. 1914. 658F241
- More talks by the old storekeeper. 1912. 658F2412
- Retail advertising—complete. 1910. 659F24
- Retail advertising for druggists and stationers. 1911. 658F2411
- Selling suggestions; 2v. 1913. 658.9F24
- Store management—complete. 1911. 658F2411  
Talks by the old storekeeper. 1906. 658F24
- Fatigue and efficiency. Goldmark, J. C. 1913. 331.82G56
- Faust, C. A. Complete card-writer. 1911. 745.1F27
- Favored nation clause. See Commercial treaties
- Fay, C. N. Big business and government. 1912. 338F29
- Fay, C. R. Co-operation at home and abroad. 1908. 334F29
- Federal anti-trust decisions. Finch, J. A. 1907. 345F49
- Federal courts. Newcomb, H. T. 1905. 385N431
- Federal power over carriers and corporations. Prentice, E. P. 1907. 338P91
- Federal regulation of railway rates. Merritt, A. N. 1907. 385M55
- Federal reserve banks
- Barron, C. W. Federal reserve act; a discussion of the principles and operations of the new banking act as originally published in the Wall street journal and the Boston news bureau. 1914. 332.1B27
  - Conant, C. A. History of modern banks of issue; 5th ed., with new chapters on the Federal reserve act and the banks in the European war. 1915. 332C7414
  - Conway, T. Operation of the new bank act. 1914. 332.1C76
- Federal reserve bank information. (In Bankers register.) Dy Coll
- Harris, R. S. Practical banking with a survey of the Federal reserve act. 1915. 332.1H24
- U. S. Laws, statutes, etc. National bank act as amended, the Federal reserve act, etc. 1915. 332.1Un34
- Willis, H. P. Federal reserve; a study of the banking system of the U. S. 1915. 332.1W67
- Federal trade commission
- Emery, J. A. Handbook of the Federal trade commission act; a review of its legislative history and of the powers, duties and procedure of the commission; prepared for the Nat. assoc. of manufacturers. 1915. VF
- Federal trade reporter. Semi-monthly
- Fells, J. M. Factory accounts. 1902 657G16

## BUSINESS BOOKS

- Ferguson's Ceylon handbook and directory. By Coll Fernley, T. A. Price maintenance. 1912. 338F39
- Ferraris, C. F. Italian banks of issue. (In Canovai, T. Banks of issue in Italy.) 332.1C16
- Ferry companies. See Public service corporations—Yearbooks
- Fertilizer trade—Directories Amer. fertilizer handbook, and directory of the commercial fertilizer industry and allied trades; directory of the cottonseed oil mills, brokers, importers, exporters, chemists, phosphate miners, sulphuric acid plants, lead burners, etc. By Coll Phosphate mines incl. fertilizer manufacturers. (In Southern industries.) By Coll
- Fiber trade—Directories Fiber brokers and importers incl. burlaps and bagging. (In Davison's cordage, twine and duck trade.) By Coll
- Fidelity and casualty co. of N. Y. Prevention of industrial accidents. 1909. 331.82F44
- Fidelity insurance. See Insurance, Surety and fidelity
- Field, M. Famous legal arguments. 1897. 347F45
- Field practice. Nat. fire protection assoc. 1914. 352.3N2111
- Fifty years in Wall street. Clews, H. 1908. 332C591
- Fight for conservation. Pinchot, G. 1910. 338P65
- Fiji Islands—Directories. See Directories, Foreign
- Files and filing (documents) Cope, E. A. Filing systems, their principles and their application to modern office requirements. 1913. 658.23C79
- Hudders, E. R. Indexing and filing; a manual of standard practice. 1916. 658.23H86
- Risque, F. W. Loose leaf books and systems for general business. 1907. 657R49
- Wagemaker, I. Comprehensive textbook on business and office systematizing, vertical filing systems, filing devices, card ledger systems, profit showing system for a wholesale or manufacturing business, etc. 1907. 658W12
- See also Card system in business; Indexes and indexing.
- Filing systems. Cope, E. A. 1913. 658.23C79
- Fillebrown, C. B. A B C of taxation. 1909. 336F48
- Taxation. 1914. 336.2F48
- Film trade—Directories Raw films; feature, educational and commercial films. (In Motion picture trade directory.) By Coll
- Finance Andrew, A. P. Financial diagrams. 1910. (Nat. monetary com.) 332An22R
- Babson, R. W. Business barometers used in the accumulation of money; a text book on fundamental statistics for merchants, bankers, and investors. 1910. 336B11
- Bastable, C. F. Public finance. 3d ed. 1903. 336B29
- Cleveland, F. A. Funds and their uses; a book describing the methods, instruments, and institutions employed in modern financial transactions. 1902. 336C59
- Financial review; finance, commerce, railroads. . By Coll
- First, F. W. Credit of nations. 1910. (Nat. monetary com.) 336.4H61
- Lawson, W. R. British war finance, 1914-15. 1915. 336.4L44
- Liessé, A. Evolution of credit and banks in France from the founding of the Bank of France to the present time. 1906. (Nat. monetary com.) 332.1L62
- Money, banking and general financial and commercial statistics. (In Manual of statistics; stock exchange handbook.) By Coll
- Pan American financial conference. Proceedings VF
- Powell, E. T. Mechanism of the city, an analytical survey of the business activities of the city of London. 1910. 332P87
- Rollins, M. Money and investments; a reference book for the use of those desiring information in the handling of money or the investment thereof. 2d ed. 1910. 332R65
- Russell, T. H. Banking and finance. 1910. (Int. bus. lib. v. 4.) 332R912
- Smith, H. I. Financial dictionary. 1903. 332Sm5
- Turner, E. H. Repayment of local and other loans; sinking funds. 1913. 336T85
- See also Auditing; Bank of England; Bank of France; Bankers; Bankruptcy; Banks and banking; Bonds; Budget-making; Capital; Capitalists and financiers; Commerce; Corporations—Finance; Credit; Currency question; Debts, Public; Economics; Exchange; Federal reserve banks; Income; Insurance; Interest; Investments; Money; Municipal finance;

- Panics; Paper money; Prices; Securities; Sinking funds; Speculation; Stock exchange; Stocks; Tariff; Taxation; Trust companies; Trusts; Wealth
- Finance—U. S.
- Agger, E. E. Budget in the Amer. commonwealth. 1907. 336.7Ag3
- Andrew, A. P. Financial diagrams. 1910. (Nat. monetary com.) 332An22R
- Brandeis, L. D. Other people's money and how the bankers use it. 1914. 332.1B73
- Dewey, D. R. Financial history of the U. S. 4th ed. 1912. 336.7D51
- Kemmerer, E. W. Seasonal variations in the relative demand for money and capital in the U. S.; a statistical study. 1910. (Nat. monetary com.) 332K311
- Noyes, A. D. Forty years of Amer. finance; a short financial history of the government and people of the U. S. since the civil war, 1865-1907. 336.1N87  
See also Bank of the U. S.; Banks and banking—U. S.; Budget making; Federal reserve banks
- Finances of gas and electric light and power enterprises. Marks, W. D. 1905. 658M34
- Finances of the city of N. Y. Ma, Y. C. 1914. 336.7M11
- Financial advertising. Borsodi, W. 1909. 659B64
- Financial advertising. Lewis, E. S. 1908. 659L582
- Financial crises. See Panics
- Financial crises and periods of industrial and commercial depression. Burton, T. E. 1912. 332B95
- Financial diagrams. Andrew, A. P. 1910. 332An22R
- Financial history of the U. S. Dewey, D. R. 1912. 336.7D51
- Financial periodicals
- The annalist: a magazine of finance, commerce and economics. Weekly
- Bankers magazine. Monthly
- Chicago banker; a weekly paper devoted to the banking and financial interests of the middle West
- Commercial and financial chronicle; incl. bank and quotation section, railway earnings section, railway and industrial section, bankers convention section. Weekly
- Commercial West; representing banking, Western investments, milling and grain, the Northwest, Central Pacific West, the Southwest. Weekly
- Economic world formerly Market world and chronicle. Weekly
- Financial age; devoted to the interests of the members of the Am. bankers assoc. and state associations. Weekly
- Financial America. Daily
- Financial world. Weekly
- Investment bankers assoc. of America. Bulletin. Weekly
- Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
- Journal of commerce and commercial bulletin. Daily
- Journal of the American bankers assoc. Monthly
- Magazine of Wall street. Bi-weekly
- Monthly digest of corporation news
- Moody's investors service. Monthly
- Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of America. Monthly
- N. J. commerce and finance, record and guide. Weekly
- Statist; a journal of practical finance and trade. London. Weekly
- Trust companies. Monthly
- U. S. securities, government finance, economics and financial conditions. National city bank. Monthly
- Wall street journal. Daily
- Financial review; finance, commerce, railroads. By Coll
- Financiers. See Capitalists and financiers
- Financing an enterprise. Cooper, F. 1915. 338C781
- Financing the wage earner's family. Nearing, S. 1913. 331.83N27
- Finch, J. A. Federal anti-trust decisions. 2v. 1907. 345F49
- Finland—Directories. See Directories, Foreign
- Fire alarms
- Municipal electric fire-alarm signaling systems. (In U. S. Bureau of the census. Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems. 1912. 1915.)
- Fire departments—Directories
- Fire department equipment in cities and towns of N. Y. and N. J. (In Insurance directory of the states of N. Y. and N. J.)
- By Coll

## BUSINESS BOOKS

## Fire departments—Directories—Continued

Fire departments and water supply; a compilation showing the water supply and fire appliances of the cities, towns and villages of the U. S. and Canada. (In Insurance year book; fire and marine.)

Dy Coll

See also Fire alarms; Fire marshals; Fire protection

Fire insurance. See Insurance, Fire; Fire protection; Fires

Fire insurance agent and his agency. Allebach, R. K. S. 1909.

368A15

Fire insurance and how to build. Moore, F. C. 1903.

368M78

Fire insurance hand-book. Coles, W. S. 1909.

368C67R

Fire insurance laws, taxes and fees. Spectator co.

368Sp311

Fire marshals State fire marshals. (In Insurance year book; fire and marine.)

Dy Coll

Fire protection Croker, E. F. Fire prevention. 1912.

614.8C87

Crosby, E. U. Crosby-Fiske handbook of fire protection. 4th ed. 1909.

614.8C88

McKeon, P. J. Fire prevention; a treatise and text book on making life and property safe against fire; for inspectors, fire marshals, business men, building managers, shop foremen, superintendents of institutions, janitors, engineers, matrons and housekeepers. 1912.

614.8M19

Nat. fire protection assoc. Field practice; an inspection manual for property owners, fire departments and inspection officers, covering fire hazards and their safeguarding and fire protection and upkeep. 1914.

352.3N2111

Steeb, G. V. Agents' and inspectors' pocket-book of fire protection. 1902.

614.8St3

See also Fire departments; Fire proof construction; Insurance, Fire

Fire-rating as a science. Dean, A. F. 1901.

368D34

Fire-proof construction Fitzpatrick, F. W. Fire proof construction. 1914.

693F58

Fires Statistics of fires in Amer. and foreign cities. (In Insurance year book; fire and marine.)

Dy Coll

First and Second banks of the U. S. Holdsworth, J. T. 1910.

332.1H71

First book in business methods. Teller, W. P. 1911.

658T23

First year in bookkeeping and accounting. MacFarland, G. A. 1913.

657M16

Fischer, L. E. Economics of interurban rail-ways. 1914.

621.3F52

Fish, J. C. L. Engineering economics. 1915.

620F52

Fisher, I. Elementary principles of economics. 1912.

330F53

How to invest when prices are rising; 1912.

332H832

Nature of capital and income. 1912.

330F54

Purchasing power of money. 1911.

332F531

Rate of interest. 1907.

332.8F53

Why is the dollar shrinking? 1914.

331.83F54

Fishing masters' assoc. Fishermen of the Atlantic.

Dy Coll

Fishing trade—Directories

Fishing masters' association. Fishermen of the Atlantic.

Dy Coll

See also Commercial products

Fisk, G. M. International commercial poli-cies. 1907.

380F54

Fiske, A. K. Honest business. 1914.

174F541

Modern bank. 1904.

332F54

Fiske, H. A. Crosby-Fiske handbook of fire protection. 1909.

614.8C88

Fitch, A. N. New commercial law. 1910.

347.7F55

Fitch bond book. 1914.

Dy Coll

Fitzpatrick, F. W. Fireproof construction. 1914.

693F58

Flag trade—Directories Awning, sail, tent and flag manufacturers.

(In Dockham's Amer. report and direc-tory.)

Dy Coll

See also Textile trade

Flexner, M. Directory of trade, industrial and art schools in Greater N. Y. 1909.

371.4F63R

Flitcraft, A. J. Life insurance manual.

Dy Coll

Florists—Directories Amer. florists company's directory of flor-ists, nurserymen and seedsmen of the U. S. and Canada.

Dy Coll

Flour trade—Directories

Flour mills in the U. S. (In Engineering directory.)

Dy Coll

Floy, H. Valuation of public utility proper-ties. 1912.

385F66

Flux, A. W. Swedish banking system. 1910.

(Nat. monetary com.)

332.1F67

Fogerty's directory of the jewelry and kindred trades in the U. S.

Dy Coll

- Food. See Baking trade; Brewing trade; Coffee trade; Commercial products; Fishing trade; Flour trade; Fruit industry; Grain trade; Grocery trade; Packing house trade; Produce trade; Spice trade; Sugar trade; Tea trade
- Foote, H. M. Analysis and interpretation of the federal income tax law. 1914. 336F73
- Footwear. See Shoe trade
- Ford, H. J. Cost of our national government. 1910. 353F75
- Ford, J. Cooperation in New England, urban and rural. 1913. (Russell Sage foundation) 334F75
- Foreign commercial correspondent. Baker, C. E. 1901. 658B17
- Foreign credits. Wolfe, A. J. 1913. VF
- Foreign exchange. See Exchange; Money
- Foreign laws. Putney, A. H. 1910. 349P98
- Foreign stock exchange practice. Greenwood, W. J. 1911. 332.6G85
- Foreign trade. See Commerce; Export trade
- Forgery
- Hingston, W. E. Forgeries and false entries. 1909. 343H59
- Protective department of the Amer. bankers assoc. (In *Journal of the Amer. bankers assoc.*)
- See also Counterfeits and counterfeiters
- Formosa—Directories. See Directories, Foreign
- Forms (Law)
- Honeyman, A. V. D. N. J. law forms, incl. statutory references and brief notes; also the rules of the Court of errors and appeals, the Prerogative court, the Orphans' courts, the Board of public utility commissioners, the Board of equalization of taxes, and the Essex county courts, and directions for bonding a school district. 1915. 347.9H751R
- Int. lib. of technology. Book of forms. 1903. 347In8R
- Jones, L. A. Legal forms, incl. forms in conveyancing together with general legal and business forms. 1909. 347.93J71R
- See also Commercial law; Contracts; Conveyancing
- Forms of account books for various classes of business. Johnston, J. G. 657J64
- Forse, W. H. Electric railway auditing and accounting. 1908. 621.3F74
- Fortunes. See Millionaires; Wealth
- Forty years an advertising agent, 1865-1905. Rowell, G. P. 1906. BR792
- Forty years of Amer. finance. Noyes, A. D. 1909. 336.7N87
- Forwarders—Directories
- Export truckmen, foreign freight forwarders in all of the principal U. S. ports. (In Amer. exporters' export trade directory.)
- By Coll
- Representative freight forwarders, freight brokers, foreign express companies and custom-house brokers. (In Exporters' encyclopedia.)
- By Coll
- See also Express service; Freight and freightage; Parcel post; Postal service; Shipment of goods
- Foster, H. A. Engineering valuation of public utilities and factories. 1912. 657F811
- Foundry trade—Directories
- Iron, steel, brass and aluminum founders (In Ryland's colliery, iron, steel, tin-plate, engineering and allied trades.) Great Britain only.
- Penton's foundry list; a directory of the gray and malleable iron, steel, brass and aluminum founders of the U. S. and Canada.
- By Coll
- Rousset, C. Annuaire de la quincaillerie et des metaux. A classified directory of the hardware and metal goods trade of the world.
- By Coll
- See also Iron and steel trade; Metal trade
- Four centuries of the Panama canal. Johnson, W. F. 1906. 626J62
- Fowler, C. E. Law and business of engineering and contracting. 1909. 620F82
- Fowler, C. N. Seventeen talks on the banking question. 1913. 332F822
- Fowler, N. C. About advertising and printing. 1880. 659F82
- Building business. 1893. 659F821
- How to get and keep a job. 1907. 658F82
- How to sell. 1915. 658.9F82
- Practical salesmanship. 1912. 658F821
- Fox, I. P. One thousand ways and schemes to attract trade. 3d ed. 1912. 659F83
- France—Banks and banking. See Banks and banking—France
- France—Directories. See Directories, Foreign
- Franchises, Municipal. See Municipal franchises
- Frank, R. J. Commentary on the science of organization and business development. 3d ed. 1911. 380F85
- Frankel, L. K. Workingmen's insurance in Europe. 1910. (Russell Sage foundation) 331.82F85

## BUSINESS BOOKS

- Frankenburg, T. T. Essentials in journalism. 1912. 670H23
- Franklin, B. A. Cost reports for executives as a means of plant control. 1913. 657F85  
Experiences in efficiency. 1915. (Works management lib.) 658.1F85
- Franklin, F. Cost of living. 1915. 338.5F85
- Fraternal orders. See Benefit societies
- Fraud in accounts, by the editor. 2d ed. 1910. (Accountants' lib. v. 30) 657F86
- Frederick, O. D. Bookkeeping and business practice. 1910. 657W57
- Free trade. See Tariff
- Free trade vs. protection. Eaton, A. M. 1913. 337Ea8
- Freeman, W. C. One hundred advertising talks. 1912. 659F87
- Freeman, W. G. World's commercial products. 1907. 630F87
- Freight and freightage  
Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving, via rail, lake, ocean, canal; between points in North Amer. and points in foreign countries. For contents see author entry 380Am3
- Bullinger's post office, express and freight guide; containing every post office, railroad station, steamboat landing and U. S. fort in the U. S. and Canada; with the railroad or water route on which every place or the nearest communicating point is located and the shipping directions by freight line from N. Y. City. Dy Coll
- Droege, J. A. Freight terminals and trains, incl. a revision of Yards and terminals. 1912. 625D83
- Getzler's transportation rates; freight rates, express and parcel post rates from N. Y., Chicago, Philadelphia, St. Louis, Boston, Cleveland, Baltimore, Detroit; also through freight rates between the cities of the central, middle and New England states. 1915. Dy Coll  
See also Carriers; Forwarders; Railroads—Rates; Shipment of goods; Shipping—Rates; Transportation
- Freight classification. Strombeck, J. F. 1912. 385St8
- Freight rates. See Railroads—Rates; Shipping—Rates
- Freight rates and railway conditions. Brown, W. C. 1908. 385B81
- Freight terminals and trains. Droege, J. A. 1912. 625D83
- French, G. Advertising. 1915. 659F881  
Art and science of advertising. 1909. 659F88
- French language—Dictionaries  
Scholl, G. Phraseological dictionary of commercial correspondence in the English and French languages. 4th ed. 1911. 658Sch6R
- Spiers and Surene's French and English pronouncing dictionary. 1887. 443Sp4R
- Frenzied finance. Lawson, T. W. 1905. 338L44
- Freund, J. C. Piano and organ purchaser's guide. Dy Coll
- Friedensburg, F. Practical results of workingmen's insurance in Germany. 1911. 331.82F91
- Frost, T. G. Treatise on guaranty insurance and compensated suretyship. 1909. 369F92R
- Treatise on the business corporation law of the state of N. Y. 1909. 347.1F92R
- Treatise on the federal income tax law of 1913. 336.2F92R
- Fruit industry  
Adams, F. V. Conquest of the tropics; the story of the creative enterprises conducted by the United fruit co. 1914. 634Ad1
- Fuess, C. J. How to sell property. 1914. 347.2F95
- Fundamental sources of efficiency. Durell, F. 1914. 658.1D93
- Funds. See Sinking funds
- Funds and their uses. Cleveland, F. A. 1912. 336C59
- Fur trade—Directories  
Fur trade review. Directory of the fur trade. Dy Coll
- Furniture trade—Directories  
Spratt, C. E. Directory of furniture manufacturers of the U. S. Dy Coll
- Future method of investing money. Babson, R. W. 1914. 332.6B111
- Future of South America. Babson, R. W. 1915. 918B11
- Future of the railroads. Babson, R. W. 1914. 385B11
- Future of the working classes. Babson, R. W. 1914. 331.8B11

## G

- Galloway, L. Advertising. (In Advertising, selling and credits. 1911. pt. 1. Alex. Hamilton inst. Mod. bus. v. 9.) 659Ad92

- Business organization. (In Organization, correspondence, transportation. 1911. pt. 1. Alex. Hamilton inst. Mod. bus. v. 2.) 658Or3
- Credit and the credit man. (In Advertising, selling and credits. 1911. pt. 3. Alex. Hamilton inst. Mod. bus. v. 9.) 659Ad92
- Gambia—Directories. See Directories, Foreign
- Gannett, H. Commercial geography. 1913. 380G15
- Gano, D. C. Commercial law. 1913. 347G15
- Gantt, H. L. Work, wages and profits. 2d ed. 1913. (Works management lib.) 331.8G151
- Garcke, E. Factory accounts. 5th ed. 1902. 657G16
- Gardeners, Landscape. See Landscape architects
- Gardner, J. P. Moneys of the world. 1909. 332G17
- Garrison, C. L. How to conduct a successful shoe store. 1908. 658G19
- Garrison, E. E. Accounting every business man should know. 1909. 657G19
- Gas companies—Directories
- Brown's directory of Amer. gas companies; gas statistics; manufactured and natural gas companies, acetylene and gasoline town-plants, parent or operating companies, public service commissions; officers, directors and committees of gas associations, etc.
- See also Corporations—Securities; Public service corporations
- Gauding, H. W. Complete directory of glass factories in the U. S. and Canada. Dy Coll
- Gazetteers
- Information of this character is so extensive that no attempt has been made to list it. Of special value are foreign directories, state directories, municipal periodicals and the collection of pamphlets relating to states and cities. See also sub-head Gazetteers under Canada; Great Britain; N. J.; N. Y.; U. S.
- General directory of United South Africa. Dy Coll
- Geography, Commercial. See Commercial geography
- Gephart, W. F. Insurance and the state. 1913. 368G291
- Principles of insurance. 1911. 368G29
- German great banks. Riesser, J. 1911. 332.1R44
- German imperial banking laws. Koch, R. 1910. 332.1K81R
- German language—Dictionaries
- Schmidt, Immanuel. Wörterbuch der englischen und deutschen Sprache. 2v. 1896. 433Sch5R
- Germany—Banks and banking. See Banks and banking—Germany
- Germany—Biography
- Who's who in Germany. Wer ist's. Dy Coll
- Germany—Directories. See Directories, Foreign
- Germany—Reichsbank
- Reichsbank, 1876-1900. 1910. (Nat. monetary com.) 332.1G31R
- Gerstenberg, C. W. Commercial law. 1911. (Alex. Hamilton inst. Mod. bus. v. 12.) 347.7G32
- Materials of corporation finance. 1915. 338.8G32
- Getting on. Marden, O. S. 1910. 170M3319
- Getting the most out of business. Lewis, E. S. 1915. 658.1L58
- Getzler's transportation rates; freight, express, parcel post, passenger, telephone, telegraph. 1914. Dy Coll
- Getzler's transportation rates; freight rates, express and parcel post rates. 1915. Dy Coll
- Gibbon, J. G. Medical benefit. 1913. 368G35
- Unemployment insurance. 1911. 331.82G35
- Gibb's travelers' route and reference book of the U. S. and Canada. 1909. 912G35R
- Gibraltar—Directories. See Directories, Foreign
- Gibson, T. Cycles of speculation. 3d ed. 1911. 332G3521
- Elements of speculation. 1913. 332G3522
- Pitfalls of speculation. 1906. 332G352
- Gilbert, A. L. Modern business bookkeeping. 1902. 657G37
- Gilbreth, F. B. Motion study. 1911. 658G37
- Primer of scientific management. 1912. 658.1G37
- Gilbreth, L. M. Psychology of management. 1914. 658.1G372
- Gillette, H. P. Cost keeping and management engineering. 1909. 658G41
- Gillette, J. M. Vocational education. 1910. 371.4G41
- Gilman, N. P. Dividend to labor. 1899. 331G421
- Gilman, S. W. Cost accounts. (In Auditing and cost accounts, 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 11) 657Au2
- Gilpin, W. J. Clearing house of N. Y. city, 1854-1905. 1904. 332.1G42

- Ginger cure. Rose, W. G. 1911. 659R72
- Ginger talks. Holman, W. C. 1910. 658H73
- Given, J. L. Making a newspaper. 1907. 070G44
- Giving and getting credit. Goddard, F. B. 1896. 658G54
- Glass trade—Directories
- Gauding, H. W. Complete directory of glass factories in the U. S. and Canada; tableware, bottle, window and plate glass factories; capacity of plants, lines manufactured, company officials; manufacturers' and workers' organizations; cut glass plants and mold shops. Dy Coll
- Glass factories and glass cutting shops in the U. S., capacity, average number of hands employed, kind of wares made, etc. (In Keller's annual of the pottery and glassware trades.) Dy Coll
- Glove trade—Directories
- Glove and mitten manufacturers. (In Dockham's Amer. report and directory.) Dy Coll
- Gloves and mittens. (In Davison's silk trade.) Dy Coll
- Shoe and leather reporter annual. Dy Coll
- Tanners of glove leather, manufacturers of gloves. (In Hide and leather's year book and directory.) Dy Coll
- Goddard, D. Eminent engineers. 1906. 920G543
- Goddard, F. B. Giving and getting credit. 1896. 658G54
- Godinez, F. L. Display window lighting and the city beautiful. 1914. 659G54
- Going, C. B. Principles of industrial engineering. 1911. .658.1G56
- Gold
- Ashley, W. J. Gold and prices. 1912. 338As3
- Brace, H. H. Gold production and future prices; an inquiry into the increased production of gold and other causes of price changes with a view to determining the future of prices. 1910. 332.4B72
- Holt, B. W. Gold supply and prosperity. 1907. 332H74
- Holt, B. W. Increasing gold supply and its effect on security values, interest rates, commodity prices, etc. 1908. 332H74
- See also Currency question; Money; Prices
- Gold Coast—Directories. See Directories, Foreign
- Gold production and future prices. Brace, H. H. 1910. 332.4B72
- Gold supply and prosperity. Holt, B. W. 1907. 332H74
- Golding, H. A. Practical calculations for engineers. 3d ed. 1914. 620L47
- Goldman, S. P. Handbook of stock exchange laws. 1914. 332.6G56
- Goldmark, J. C. Fatigue and efficiency. 1913. (Russell Sage foundation) 331.82G56
- Goldsmithing. See Jewelry trade
- Gompers, S. Labor in Europe and America. 1910. 331.8G58
- Good and bad trade. Hawtrey, R. G. 1913. 332H31
- Good-will (in business)
- Dicksee, L. R. Goodwill and its treatment in accounts. 3d ed. 1906. 657D5612
- Rogers, E.-S. Good will, trademarks and unfair trading. 1914. 347.7R63
- Goodwin, J. H. Improved book-keeping and business manual. 1909-10. 657G63
- Goodwin, P. C. Bookkeeping self-taught. 1903. 657G632
- Gospel of wealth. Carnegie, A. 1900. 330.4C21
- Gould, M. P. Where have my profits gone? 1912. 658.23G73
- Government banking. See Bank of England; Bank of France; Bank of the U. S.; Federal reserve banks; Postal savings banks; also sub-head Banks and banking under names of countries
- Government contracts—Periodicals
- Board of trade labour gazette. Great Britain—Board of trade. Monthly
- U. S. government advertiser. Weekly
- Government officers. See Public officers
- Government ownership and control
- Amer. telephone and telegraph co. Briefs of arguments against public ownership. 3v.
- Guyot, Y. Where and why public ownership has failed. 1914. 351.8G99
- See also Municipal ownership and control; Public service corporations; Railroads—Government control
- Government publications
- The Main Library is a designated depository library and receives all public documents allowed to be distributed. This has been estimated at 1000 books a year or fifty feet of shelf space. The Business Branch is a depository for many departmental publications and keeps on file the latest price lists of all government publications and the monthly catalogue U. S. public documents. See also State publications

- Government regulation of industry. See Federal trade commission; Public service commissions
- Government regulation of railway rates. Meyer, H. R. 1905. 385M572
- Government revenue, taxation, tariffs. Skinner, H. M. 1910. 337Sk3
- Gowin, E. B. Executive and his control of men. 1915. 658.1G74
- Graham, W. J. Romance of life insurance. 1909. 368G76
- Grain industry—Periodicals  
Commercial West; representing banking, western investments, milling and grain, the Northwest, Central Pacific West, the Southwest. Weekly
- Grain trade—Directories  
Wholesale flour, feed, etc., jobbers, brokers, exporters, etc. (In Thomas' wholesale grocery and kindred trades register) By Coll
- Graphic methods  
Brinton, W. C. Graphic methods for presenting facts. 1914. (Works management lib.) 311B77
- Peddle, J. B. Construction of graphical charts. 1910. 620P34  
See also Statistics
- Graveyards. See Cemeteries
- Graydon, S. Some notes on catalog making. 1909. 655.3G78R
- Great American fortunes. Myers, G. 1910. 338M99
- Great Britain—Board of trade  
Board of trade labour gazette. Monthly Statistical abstract for the United Kingdom. 310G79R
- Great Britain—Directories. See Directories, Foreign
- Great Britain—Gazetteers  
Bartholomew, J. G. Survey gazetteer of the British Isles. 1914. 914.2B28R
- Railway and commercial gazetteer of England, Scotland, and Wales. 1907. 914.2R13R
- Great Britain—Statistics  
Great Britain—Board of trade. Statistical abstract for the United Kingdom. 310G79R
- Great cotton-seed industry of the South. Ransom, L. A. 1911. 633R17
- Great Lakes  
Curwood, J. O. Great Lakes; the vessels that plough them; their owners, their sailors, and their cargoes; together with a brief history of our inland seas. 1909. 977C94
- Mills, J. C. Our inland seas, their shipping and commerce for three centuries. 1910. 387M62  
See also Inland navigation
- Great riches. Eliot, C. W. 1906. 177El4
- Great speeches by great lawyers. Snyder, W. L. 1904. 343Sn9
- Greece—Directories. See Directories, Foreign
- Greendlinger, L. Accountancy problems, with solutions. 2v. 1910-11. 657G82  
Accounting theory and practice; illus. by modern forms and problems. 1910. (Alex. Hamilton inst. Mod. bus. v. 3) 657G821
- Greene, T. L. Corporation finance. 3d ed. 1904. 338G83
- Greenwood, W. J. Foreign stock exchange practice and company laws of all the chief countries of the world. 1911. 332.6G85
- Gregory, H. E. Physical and commercial geography. 1910. 380G86
- Gregory, M. H. Checking the waste; a study in conservation. 1911. 338G86
- Grenada—Directories. See Directories, Foreign
- Grieve, E. B. How to become a commercial traveller. 1903. 638G87
- Griffith, J. B. Administrative and industrial organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3  
Advertising and sales organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3
- Business management, 2v. 1910. 658G872
- Business statistics. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3
- Corporation accounts and voucher system. 1910. 657G87
- Corporation and manufacturing accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4) 650Am3
- Correspondence and filing. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3
- Cost summaries. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2.) 650Am3
- Credit organization. 1909. 658.7G87
- Factory accounts. 1910. 657H282
- Practical bookkeeping. 1910. 657G871
- Purchasing and stores department. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Records of labor and manufacturing orders. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3

- Griffith, J. B.—Continued  
 Shipping department. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1) 650Am3  
 Single entry bookkeeping. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3  
 Single proprietorship and partnership accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4) 650Am3  
 Theory of accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4) 650Am3  
 Trustees' and executors' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3  
 Voucher system of accounting. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4) 650Am3  
 Wholesale, commission and storage accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3  
 Groat, G. G. Attitude of Amer. courts in labor cases. 1911. 338.9G89  
 Grocers' encyclopedia. Ward, A. 1910. 689W21R  
 Grocery industry  
 Beeching, C. L. T. Grocery business organization and management. 689B39  
 Rees, J. A. Grocery trade; its history and romance. 2v. 1910. 689R25  
 Ward, A. Grocers' encyclopedia; information concerning foods of all kinds, how raised, prepared and marketed; care in the store and home, information for grocers and general store keepers. 1911. 689W21R  
 Grocery trade—Directories  
 Thomas' wholesale grocery and kindred trades register of the U. S. and Canada. Includes wholesale grocers, jobbers, chain store houses, importing grocers, important retail grocers, \$5,000 or more capital; department stores that handle groceries, \$25,000 or more capital. Dy Coll  
 See also Baking trade; Brewing trade; Canning trade; Coffee trade; Commercial products; Flour trade; Fruit industry; Markets; Packing house trade; Spice trade; Sugar trade; Tea trade  
 Gross, F. L. Law of real estate brokers, with forms. 1910. 347.2G91R  
 Growth of large fortunes. Watkins, G. P. 1907. 338W32  
 Guadeloupe—Directories. See Directories, Foreign  
 Guam—Directories. See Directories, Foreign  
 Guaranties and sureties. See Commercial law; Insurance, Surety and fidelity  
 Guatemala—Directories. See Directories, Foreign  
 Guía directorio de la isla de Cuba. (Bailliére-Riera) Dy Coll  
 Guyanas—Directories. See Directories, Foreign  
 Guide to indexing and précis writing. Weston, W. J. 029W52  
 Guide to the study of accounting. Racine, S. F. 1914. 657R111  
 Guide to the study of auditing. Racine, S. F. 1914. 657R111  
 Guinea—Directories. See Directories, Foreign  
 Gulick, L. H. Mind and work. 1908. 150G95  
 Guyot, Y. Where and why public ownership has failed. 1914. 351.8G99  
 Gypsum trade—Directories  
 Cement era. Directory of cement, gypsum and lime manufacturers. Dy Coll

## H

- Haberdasher directory. VF  
 Haberdashery—Directories. See Men's furnishing goods trade—Directories  
 Hadley, A. T. Standards of public morality. 1912. 174H11  
 Hagar, H. A. Applied business English. 1909. 425H12  
 Applied business punctuation and business forms. 1909. 658.8H12  
 Hagerty, J. E. Mercantile credit. 1913. 332.7H12  
 Hague, G. Banking and commerce. 1908. 332H12  
 Haines, H. S. Problems in railway regulation. 1911. 385H1211  
 Railway corporations as public servants. 1907. 385H121  
 Haiti—Directories. See Directories, Foreign  
 Hall, H. How money is made in security investments. 1911. 332H14  
 Hall, S. R. How to get a position and how to keep it. 1908. 658H14  
 Short talks on retail selling. 1915. 658.9H14  
 Writing an advertisement. 1915. 659H14  
 Hall, T. Hall on insurance adjustments. 1907. 368H14  
 Halsey, F. M. Railways of South and Central America, Mexico and the West Indies. 1914. 385H16R

- Hamburg, Germany  
Clapp, E. J. Port of Hamburg. 1911. 380C53
- Hamilton, J. H. Savings and savings institutions. 1902. 332H18
- Hamilton, W. F. Compulsory arbitration in industrial disputes. 1913. 331.IH18
- Hammond, H. W. Style-book of business English. 5th ed. 1913. 658H18
- Hammond, M. B. Railway rates theories of the Interstate commerce commission. 1911. 385H182
- Handbook of railroad expenses. Eaton, J. S. 1913. 656Ea8
- Handkerchief trade—Directories  
O. K. guide of embroidery and laces. Dy Coll
- Haney, L. H. Business organization and combination. 1913. 338.8H19
- Hansel, C. Report on revaluation of railroads and canals. N. J. 1911. 385H192
- Hapgood, N. Industry and progress. 1911. 330.4H21
- Harbors  
Clapp, E. J. Port of Hamburg. 1911. 380C53
- Lockwood, D. W. Report upon the improvement of rivers and harbors in northeastern N. J. 1907. 627L81
- Smith, R. A. C. Commerce and other business of the waterways of the state of N. Y., their relation to the port of N. Y., and the ports of the world. 1914. 382Sm6R
- See also Docks
- Harbors—Directories  
Canada—Dept. of marine and fisheries. Port directory of principal Canadian ports and harbours; also descriptions of types of aids to navigation in Canadian coastal and inland waterways. Dy Coll
- Dues and charges on shipping in foreign and colonial ports; a manual for ship-owners, ship-brokers, and ship-masters, originally comp. by C. D. Urquhart. 14th ed. 1910. Dy Coll
- Lloyd's register of shipping. 3v. Dy Coll
- Shipping world year book; a desk manual in trade, commerce and navigation; port directory of the world; tariffs of all nations, etc. Dy Coll
- Hard times. See Panics
- Hardcastle, J. Accounts of executors and testamentary trustees. 1903. 347H212
- Harden, J. I. Psychology of soliciting. 1905. 658H21
- Hardware—Salesmanship. See Salesmanship  
—Hardware
- Hardware advertising for the retailer. Paris, B. J. 1913. 659P21
- Hardware show card writing. Hurst, A. E. 1913. 745.1H94
- Hardware trade—Advertising. See Advertising—Hardware trade
- Hardware trade—Directories  
Rousset, C. Annuaire de la quincaillerie et des metaux. A classified directory of the hardware and metal goods trade of the world. Dy Coll
- Thomas' Amer. machinery, iron, steel and metal trades reference book. Dy Coll
- Thomas' hardware, sporting goods and kindred trades register; wholesale and retail dealers of the U. S. and Canada. Dy Coll
- Hardware window advertising. Soule, R. F. 1914. 659So8
- Hardware window dressing. Bird, T. A. 1908. 659B5311
- Hardy, E. R. Fire insurance. (In Insurance and real estate. 1911. pt. I. Alex. Hamilton inst. Mod. bus. v. 8) 368H22
- Haring, F. B. Manual of procedure; the law of conditional sales. 1907. 347.4H22R
- Harmon, G. H. Advertising. (In Advertising, selling and credits. 1911. pt. I. Alex. Hamilton inst. Mod. bus. v. 9) 659Ad92
- Harmon, W. E. Capital and labor unified. 1911. 332H22
- Harness trade—Directories  
Amer. harness and saddlery directory; wholesale and retail harness manufacturers in the U. S. and Canada; also buyers in wholesale trade. Dy Coll
- Shoe and leather reporter annual. Dy Coll
- Tanners of harness leather, manufacturers of harness. (In Hide and leather's year book and directory of tanners.) Dy Coll
- See also Horse races
- Harper, A. Theory of American values. 1914. 332.6H23
- Harrington, H. F. Essentials in journalism. 1912. 070H23
- Harris, A. M. Letters to a young lawyer. 1912. 174H24
- Harris, R. S. Practical banking. 1915. 332.1H24
- Hartness, J. Human factor in works management. 1912. 658H25
- Harvesting machinery trade. See Agricultural implements and machinery trade
- Haskins, C. W. Business education and accountancy. 1904. 657H27

- Hat industry  
 Mills, D. C. Twentieth century hat factory. 1910-11. The Lee-McLachlan co., Danbury, Conn. 687M62
- Hat trade—Directories  
 Amer. hatter trade directory; classified lists of all branches of the hat and cap trades of the U. S. and Canada and hat dealers in 50 foreign countries. Dy Coll
- Hatfield, H. R. Lectures on commerce. 1904. 658H28
- Modern accounting; principles and problems. 1911. 657H28
- Hathaway, C. E. Factory accounts. 1910. 657H28
- General expense. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Hauer, D. J. Economics of contracting. 1911. 620H29
- Hawaiian almanac. Dy Coll
- Hawaiian Islands—Directories. See Directories, Foreign
- Hawkins, G. H. E. Newspaper advertising. 1914. 659H31
- Poster advertising. 1910. 659H31R
- Hawley, F. B. Enterprise and the productive process. 1907. 330H31
- Hawtrey, R. G. Good and bad trade. 1913. 332H31
- Hayden's annual cyclopedia of insurance in the U. S. Dy Coll
- Hayes, H. V. Public utilities, their cost new and depreciation. 1913. 380H32
- Public utilities; their fair present value and return. 1915. 380H32I
- Hazell's annual. 030H33R
- Health boards—Directories  
 Boards of health, boards of medical examiners, health officers at principal points and medical laws. (In Polk's medical register and directory of N. Amer.) Dy Coll
- Health insurance. See Insurance, Health
- Health resorts—Directories  
 Coast and inland summer and health resorts. (In N. J.—Bureau of industrial statistics. Industrial directory of N. J.) Dy Coll
- Therapeutic classification of Amer. health resorts; mineral springs. (In Polk's medical register and directory of N. Amer.) Dy Coll
- Health resorts. See also Sanitoriums—Directories
- Heart of Blackstone. Paul, N. B. 1915. 346P28
- Heart of the railroad problem. Parsons, F. 1906. 385P25
- Heaton's annual. Dy Coll
- Heitman, H. Course in the theory and practice of higher accounting. 1910. 657H36
- Hemp trade. See Textile trade
- Henderson, C. H. Pay-day. 1911. 330H38
- Henderson, C. R. Citizens in industry. 1915. 331.8H38I
- Industrial insurance in the U. S. 1909. 331.8H382
- Henderson's Alberta gazetteer and directory. Dy Coll
- Hendrick, F. Power to regulate corporations and commerce. 1906. 347H38
- Hendrick, B. J. Story of life insurance. 1907. 368H38
- Hendricks' commercial register of the U. S. for buyers and sellers. Dy Coll
- Henry, A. Trade union woman. 1915. 396.5H39
- Henry, G. G. How to invest money. 1908. 332H39
- Hepburn, A. B. Artificial waterways of the world. 1914. 386H41
- History of currency in the U. S., with a brief description of the currency systems of all commercial nations. 1915. 332.4H41
- Herrick, C. Trust companies. 1909. 332H43
- Herrick, C. A. Meaning and practice of commercial education. 1904. 373H43
- Herrick, M. T. Rural credits, land and cooperative. 1914. 334H43
- Herzegovina—Directories. See Directories, Foreign
- Hess, H. M. Philosophy and methods of operation of the analytic system for the measurement of relative fire hazard. 1909. 368H46
- Hess, H. W. Productive advertising. 1915. 659H46
- Hicks, F. C. Aids to the study and use of law books. 1913. 016.34H52R
- Hide and leather's year book and directory. Dy Coll
- Hides and skins  
 Hide and leather's year book and directory. Dy Coll
- Shoe and leather reporter annual; shoes, leather, findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world. Dy Coll
- Higginson, J. H. Tariffs at work. 1913. 337H53

- High cost of living. Kautsky, K. 331.83K15  
 Higher education as a training for business. Judson, H. P. 1911. 378J92  
 Highways of progress. Hill, J. J. 1910. 330H55  
 Higinbotham, H. N. Making of a merchant. 1906. 658H53  
 Hill, F. T. Care of estates. 1901. 347H55  
 Decisive battles of the law. 1907. 345H55  
 Story of a street; Wall street, 1644-1908. 1908. 917.47H55  
 Hill, G. National theatrical directory. Dy Coll  
 Hill, J. J. Highways of progress. 1910. 330H55  
 Hine, C. C. Book of forms (fire insurance). 5th ed. 1915. 368H51  
 Hine, C. D. Modern organization. 1912. 658.1H58  
 Hingston, W. E. Forgeries and false entries. 1909. 343H59  
 Hirschler, D. Art of retail selling. 1909. 658H61  
 Hirst, F. W. Credit of nations. 1910. (Nat. monetary com.) 336.4H61  
 Six panics and other essays. 1913. 824H61  
 Stock exchange. 1911. 332.6H61  
 Hirst, W. F. Guide to South America. 1915. 918H61  
 Historic inventions. Holland, R. S. 1911. 608H71  
 Hitt, R. Electric railway dictionary. 1911. 621.3H63R  
 Hoag, C. G. Theory of interest. 1914. 332.8H65  
 Hobson, J. A. Industrial system. 1900. 330H65  
 Work and wealth. 1914. 330H6511  
 Hoffman, F. L. History of the Prudential insurance company of Amer. (industrial insurance). 1900. 02H67  
 Insurance science and economics. 1911. 368H671  
 Holden, R. Modern advertising. 1912. 659C12  
 Holding companies—Accounting. See Accounting—Holding companies  
 Holdsworth, J. T. First and Second banks of the U. S. 1910. (Nat. monetary com.) 332.1H71  
 Money and banking. 1914. 332H712  
 Holland, R. S. Historic inventions. 1911. 608H71  
 Hollander, J. H. Bank loans and stock exchange speculation. 1911. (Nat. monetary com.) 332H71  
 Hollingworth, H. L. Advertising and selling. 1913. 659H72  
 Holman, W. C. Ginger talks. 1910. 658H73  
 125 brain power business manual. 3v. 1912. 658.9H73  
 Holmes, O. W., jr. Common law. 1881. 347H73  
 Holt, B. W. Gold supply and prosperity. 1907. 332H74  
 Increasing gold supply. 1908. 332H741  
 Holt, H. Commercialism and journalism. 1909. 070H74  
 Home trade. Hooper, F. 1907. 658H7611  
 Homes (institutions). See Asylums  
 Honduras—Directories. See Directories, Foreign  
 Honest business. Fiske, A. K. 1914. 174F541  
 Honeyman, A. V. Justice of the peace. 5th ed. 1912. 347H75R  
 N. J. law forms. 1915. 347.9H751R  
 Hooper, F. Home trade. 1907. 658H7611  
 Import and export trade. 1907. 658H761  
 Hooper, W. E. Railroad accounting. 1915. 657H76  
 Hornbeck, S. K. Most-favored-nation clause in commercial treaties. 1910. 380H78  
 Horse races  
 Huff's national fair directory; the horseman's official racing guide for state and county fairs of the U. S. Dy Coll  
 Hosiery trade—Directories  
 Davison's hosiery and knit goods trade; manufacturers of the U. S. and Canada; jobbers, with names of buyers, large retailers, hosiery and knit goods dyers, knitting yarns, raw and thrown silk; cotton, wool and silk waste; manufacturers' agents, city offices and salesrooms of mills and selling agents. Dy Coll  
 Hospitals—Accounting. See Accounting—Hospitals  
 Hospitals—Directories  
 Hospitals, homes, etc. (In Polk's medical register and directory of N. Amer.) Dy Coll  
 U. S.—Bureau of the census. Benevolent institutions. 1910. Dy Coll  
 See also Charities—Directories  
 Hotchkin, W. R. Manual of successful store-keeping. 1915. (Assoc. adv. clubs of the world) 658.53H79  
 Hotchkiss, G. B. Business correspondence. (In Organization, correspondence, transportation. 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 2) 658Or3

- Hotels—Accounting. See Accounting—Hotels
- Hotels—Directories
- Hill, G. National theatrical directory; condensed information as to hotels, etc. Dy Coll
- Official hotel red book and directory of the best hotels in the U. S. and Canada, incl. summer resorts; also a list of hotels in Mexico, Cuba, Hawaii, West Indies and South Amer. cities; comp. for commercial travelers. Dy Coll
- World's hotel blue-book; ed. by C. H. Bird-Davis. Dy Coll
- Hough, B. O. Elementary lessons in exporting. 1909. 380H81
- Ocean traffic and trade. 1914. 387H81
- Practical exporting. 1915. 658.5H81
- Hourly tables of wages. Snow, J. W. 1893. 511Sn6
- Hours of labor
- Goldmark, J. C. Fatigue and efficiency. 1913. (Russell Sage foundation) 331.82G56
- U. S. Bureau of labor statistics. Wages and hours of labor ser. VF
- House organs
- Wilson, G. F. The house organ—how to make it produce results. 1915. 659W69
- How department stores are carried on. Phillips, W. B. 1905. 658P54
- How money is made in security investments. Hall, H. 1911. 332H14
- How to advertise a retail store. Edgar, A. E. 1913. 659Ed31
- How to analyze railroad reports. Moody, J. 1912. 656M77
- How to be a good salesman. Quinn, F. O. 1909. 658Q4
- How to be a private secretary. Cody, S. 1913. 651C64
- How to become a commercial traveler. Grieve, E. B. 1903. 658G87
- How to become a private secretary. Shepard, A. 1903. 658Sh4
- How to buy and sell real estate at a profit. Carney, W. A. 1905. 347C21
- How to buy life insurance. "P. Q." 1906. 368P11
- How to conduct a successful shoe store. Garrison, C. L. 1908. 658G19
- How to deal with human nature in business. Cody, S. 1915. 658.8C6413
- How to do business. Eaton, S. 1896. 658Ea8
- How to do business by letter. Cody, S. 1908. 658C641
- How to finance a business. 1912. (System "how-books") 658.7H83
- How to find manufacturing costs and selling costs. Unckless, L. 1909. 657Un1
- How to forecast business and investment conditions. Crowell, F. 1911. 332.6C88
- How to get and keep a job. Fowler, N. C. 1907. 658F82
- How to invest money. Henry, G. G. 1908. 332H39
- How to invest money wisely. Moody, J. 1912. 332M7711
- How to invest when prices are rising. 1912. 332H832
- How to invest your savings. Marcosson, I. F. 1907. 332M33
- How to live on 24 hours a day. Bennett, A. 1910. 374B43
- How to make inventions. Thompson, E. P. 1891. 608T37
- How to make money out of inventions. Schemmel, A. 1890. 608Sch2
- How to manage an office. 1914. (System "how-books") 658.1H83
- How to organize and equip a modern bank. U. S. bank note co. 1913. 332.1Un33
- How to persuade and convince. Bean, B. C. 1913. 658.9B37
- How to sell. Fowler, N. C., jr. 1915. 658.9F82
- How to sell hardware. Soule, R. F. 1913. 658.5So8
- How to sell property. Fuess, C. J. 1914. 347.2F95
- How to talk business to win. 1913. (System "how-books") 658.9H83
- How to work insurance agencies. Cook, J. T. 1909. 368C77
- How to write letters that win. 1909. 658H84
- Howard, E. D. Money and banking. 1910. (Alex. Hamilton inst. Mod. bus. v. 6) 332H833
- Hoxie, R. F. Scientific management and labor. 1915. 658.1H85
- Hoyt, C. W. Scientific sales management. 1913. 658H85
- Hoyt, W. D. Partnership-corporation insurance as business protection. 1914. 368H85
- Hubbard, E. Book of business. 1913. 174H8611
- Little journeys to the homes of great business men. 2v. 1909. 920H8631
- Hubbell's legal directory for lawyers and business men. Dy Coll
- Hudders, E. R. Indexing and filing. 1916. 658.23H86

- Hudnut, J. M. Semi-centennial history of the N. Y. life insurance co., 1845-1895. 1895. 368H86
- Huebner, G. G. Agricultural commerce; the organization of Amer. commerce in agricultural commodities. 1915. 380H87
- Railroad traffic and rates. 2v. 1911. 385J62
- Huebner, S. S. Life insurance. 1915. 368H871  
Property insurance. 1911. 368H87
- Huffcut, E. W. Elements of business law. 1905. 347.7H87
- Huff's national fair directory. Dy Coll
- Hughes, T. W. Commercial law. 1911. (Alex. Hamilton inst. Mod. bus. v. 12) 347.7G32
- Hull, G. H. Industrial depressions. 1911. 338H87
- Hull, W. H. Practical problems in banking and currency. 1907. 332H872
- Human efficiency. Dresser, H. W. 1912. 170D81
- Human factor in works management. Harness, J. 1912. 658H25
- Human machine. Bennett, A. 170B43
- Human nature in selling goods. Collins, J. H. 1909. 658C69
- Hungary—Directories. See Directories, Foreign
- Hungerford, E. Modern railroad. 1911. 385H89
- Hurd, R. M. Principles of city land values. 1903. 333H93
- Hurst, A. E. Hardware show card writing. 1913. 745.1H94
- Hurtt, J. M. Dividend law and some of its applications. 1909-10. 657H94
- Husband, J. America at work. 1915. 604H95
- Hutchinson, A. L. Limit of wealth. 1907. 320H97
- Hutchinson, L. Panama canal and international trade competition. 1915. 386H97
- Hutchinson, W. B. Patents and how to make money out of them. 1899. 608H97
- Hyde, G. M. Newspaper editing. 1915. 070H991  
Newspaper reporting and correspondence. 1912. 070H99
- I**
- Ice and refrigeration blue book. Dy Coll
- Ice trade—Directories
- Ice and refrigeration blue book; a directory of the ice making, cold storage, refrigerating and auxiliary trades. Dy Coll
- Iceland—Directories. See Directories, Foreign
- Iles, G. Inventors at work, with chapters on discovery. 1906. 608II3
- Leading American inventors. 1912. 920II3
- Imagination in business. Deland, L. F. 1909. 658D37
- Implement blue book. Dy Coll
- Import and export trade. Hooper, F. 1907. 658H1761
- Importers. See Jobbers, commission merchants, etc.
- Imports. See Tariff
- Income.
- Fisher, I. Nature of capital and income. 1912. 330F54
- King, W. I. Wealth and income of the people of the U. S. 1915. 331K58
- Mallock, W. H. Nation as a business firm. 1910. 331M2911
- Nearing, S. Income; an examination of the returns for services rendered and from property owned in the U. S. 1915. 331.2N271  
See also Finance; Wages; Wealth
- Income tax
- Foote, H. M. Analysis and interpretation of the federal income tax law. 1914. 336F73
- Frost, T. G. Treatise on the federal income tax law of 1913. 1913. 336.2F92R
- Kennan, K. K. Income taxation; methods and results in various countries. 1910. 336.2K36
- Seligman, E. R. A. Income tax; history, theory and practice of income taxation at home and abroad. 2d ed. 1914. 336.2Se41
- Tucker, G. F. Income tax law of 1913 explained, with the regulations of the Treasury Dept. to Oct. 31, 1913. 1913. 336.2T79R  
See also Taxation; Wealth
- Increasing gold supply. Holt, B. W. 1908. 332H741
- Increasing human efficiency in business. Scott, W. D. 1913. 658.1Sc03
- Independent treasury. Kinley, D. The Independent treasury of the U. S. and its relations to the banks of the country. 1910. (Nat. monetary com.) 336.7K62
- Index of wills. N. J. Secretary of state. 1912-13. 3v. 347.6N461R
- Indexes and indexing
- Beak, G. B. Indexing and précis writing. 1908. 029B35
- Beak, G. B. Key to indexing and précis writing. 1908. 029B351
- Clarke, A. L. Manual of practical indexing. 1905. 029C55

## Indexes and indexing—Continued

- Hudders, E. R. Indexing and filing; a manual of standard practice. 1916. 658.23H86
- Kaiser, J. Systematic indexing. 1911. 029K12
- N. Y. State library. Indexing; principles, rules and examples. 1905. 029N48
- Petherbridge, M. Technique of indexing. 1904. 029P44
- Weston, W. J. Guide to indexing and précis writing. 029W52  
See also Card system in business; Files and filing (Documents)
- India—Directories. See Directories, Foreign
- India rubber. See Rubber industry
- Industrial accidents. See Accidents, Industrial; Employers' liability; Safety devices
- Industrial accidents and their compensation. Campbell, G. L. 1911. 331.82C15
- Industrial and commercial geography. Morris, C. 1910. 380M83
- Industrial and commercial geography. Smith, J. R. 1913. 380Sm6
- Industrial arbitration. See Arbitration, Industrial
- Industrial arts  
Husband, J. America at work. 1915. 604H95
- Veblen, T. B. Instinct of workmanship, and the state of the industrial arts. 1914. 601V49  
See also Business; Commerce; Industry; Manufacturers
- Industrial arts index. 605In2R
- Industrial combinations and trusts. Stevens, W. S. 1913. 338St4
- Industrial-commercial geography of the U. S. Rusmisel, L. C. 1914. 380R89
- Industrial corporations. See Corporations—Securities
- Industrial depressions. See Panics
- Industrial directory of N. J. N. J. Bureau of industrial statistics. Dy Coll
- Industrial directory of N. Y. state. N. Y. state Dept. of labor. Dy Coll
- Industrial education  
Carlton, F. T. Education and industrial evolution. 1908. 371.4C19
- Davenport, E. Education for efficiency. 1909. 371.4D27
- Dean, A. D. Worker and the state. 1910. 371.4D34
- Eaton, J. S. Education for efficiency in railroad service. 1909. 371.4Ea8
- Flexner, M. Directory of trade, industrial and art schools in Greater N. Y. 1909. 371.4F63R
- Gillette, J. M. Vocational education. 1910. 371.4G41
- Lapp, J. A. Learning to earn; a plea and a plan for vocational education. 1915. 371.4L31
- Leavitt, F. M. Examples of industrial education. 1912. 371.4L48
- Roman, F. W. Industrial and commercial schools of the U. S. and Germany; a comparative study. 1915. 371.4R66
- Taylor, J. S. Handbook of vocational education. 1914. 371.4T21  
See also Business education; Vocation, choice of
- Industrial efficiency. See Efficiency, Industrial
- Industrial efficiency. Shadwell, A. 1906. 331Sh1
- Industrial evolution. Bücher, C. 1907. 330.9B86
- Industrial history of the U. S. Coman, K. 1910. 609C73
- Industrial insurance. See Insurance, Industrial
- Industrial insurance in the U. S. Henderson, C. R. 1909. 331.82H382
- Industrial life insurance. Spectator co. 1905. 368Sp3
- Industrial management. See Efficiency, Industrial
- Industrial plants. Day, C. 1911. 621.7D33
- Industrial schools. See Industrial education
- Industrial situation. Carlton, F. T. 1914. 331.8C1921
- Industrial system. Hobson, J. A. 1909. 330H65
- Industrial warfare. Watney, C. 1913. 331.1W32
- Industry  
Davenport, H. J. Economics of enterprise. 1913. 330D271
- Fiske, A. K. Honest business; right conduct for organizations of capital and of labor. 1914. 174F541
- Hapgood, N. Industry and progress. 1911. 330.4H21
- Hobson, J. A. Industrial system; an inquiry into earned and unearned income. 1909. 330H65
- Hobson, J. A. Work and wealth; a human valuation. 1914. 330H6511
- McVey, F. L. Modern industrialism; industrial organization of England, the U. S. and Germany. 1904. 330.9M25

- Veblen, T. B. Instinct of workmanship, and the state of the industrial arts. 1914. 601V49  
See also Economics; Efficiency, Industrial; Factory management; Labor and laboring classes
- Inefficiency. See Efficiency
- Infirmarys. See Hospitals
- Influence of the gold supply on prices and profits. Barbour, Sir D. 1913. 332B23
- Influencing men in business. Scott, W. D. 1911. 658Sc03
- Ingalls, R. Rural credits. 1914. 334H43
- Inland navigation  
Atlantic deeper waterways assoc. Proceedings. 1908 to date. 387At6
- Johnson, E. R. Ocean and inland water transportation. 1911. 387J62
- Particulars of Amer. and Canadian steam and sail vessels of the coasts, western rivers and Great Lakes. (In Blue book of Amer. shipping.) Dy Coll
- Quick, H. Amer. inland waterways; their relation to railway transportation and to the national welfare; their creation, restoration and maintenance. 1909. 656Q4
- Shelton, W. A. Lakes-to-the-Gulf deep waterway; the proposed channel, terminals, water craft freight movement, and rail and boat rates. 1912. 386Sh4
- U. S.—Bureau of corporations. Report of the commissioner of corporations on transportation by water in the U. S. 3v. 1909-10. 387Un32  
See also Canals; Carriers; Docks; Great Lakes; Rivers; Shipowners; Shipping; Waterways
- Inland navigation—Periodicals  
Bulletin of the Atlantic deeper waterways assoc. Monthly
- Inside history of the Carnegie steel co. Bridge, J. H. 1903. 338B76
- Insolvency. See Bankruptcy
- Inspired millionaires. Lee, G. S. 1908. 177L51
- Installing efficiency methods. Knoepfel, C. E. 1915. 658.1K751
- Instalment plan  
Harmon, N. E. Capital and labor unified; the application of the instalment system to investments. 1911. 332H22
- Instinct of workmanship. Veblen, T. B. 1914. 601V49
- Institutions, Charitable and philanthropic. See Asylums; Hospitals
- Instruction in real estate and fire insurance. Morris, L. R. 1906. 347M83
- Insurance  
Amer. acad. of pol. and soc. science. Insurance. 1905. 368Am3
- Cook, J. T. How to work insurance agencies to increase one's income and to earn a good living. 1909. 368C77
- Craig, J. J. Credits, insurance, brokerage. 1910. (Int. bus. lib. v. 7) 368C84
- Dunham, H. P. Business of insurance; covering all lines of insurance. 3v. 1912. 368D92
- Eke, J. A. Elements of insurance; accident, fire, marine and life. 368Ek2
- Hayden's annual cyclopedia of insurance in the U. S. Dy Coll
- Hoffman, F. L. Insurance science and economics; present-day problems of administration methods and results. 1911. 368H671
- Huebner, S. S. Property insurance; fire and marine insurance, corporate surety bonding, title and credit insurance. 1911. 368H87
- Insurance monitor index of the insurance happenings of the year. VF
- King, G. Theory of finance; the doctrine of interest and annuities certain. 3d ed. 1898. 368K58
- National convention of insurance commissioners. Proceedings. 368N21
- Royce, J. War and insurance. 1914. 368R81
- Willett, A. H. Economic theory of risk and insurance. 1901. 368W66
- Yale university. Yale insurance lectures. 1903-04. 1904. 368Ya1
- Young, T. E. Insurance; for the student and business man. 1904. 368Yo8
- Young, T. E. Insurance office organization, management, and accounts. 658Yo8  
See also Annuities; Benefit societies; Insurance law; Probabilities
- Insurance, Accident  
Frankel, L. K. Workingmen's insurance in Europe. 1910. (Russell Sage foundation.) 331.82F85
- McKittrick, R. Accident insurance for workingmen. 1909. 340.5W75R
- Insurance—Accounting. See Accounting—Insurance
- Insurance—Adjustment of claims  
Daniels, W. H. Apportionment of loss and contribution of compound insurance; rules, with examples. 3d ed. 1913. 368D22
- Insurance—Bibliography  
Insurance library assoc. of Boston. Catalogue. 1899. 016.36B65R

- Insurance—Bibliography—Continued  
 Spectator co. Catalogue of standard insurance publications.  
 See also Business—Bibliography
- Insurance, Casualty  
 Hoyt, W. D. Partnership-corporation insurance as business protection. 1914. 368H85
- Insurance year book; life, casualty and miscellaneous. Dy Coll
- Insurance, Compulsory. See Insurance, State and compulsory
- Insurance, Credit  
 Huebner, S. S. Property insurance; fire and marine insurance, corporate surety bonding, title and credit insurance. 1911. 368H87
- Insurance—Directories  
 Insurance almanac; an annual of insurance facts. Dy Coll
- Insurance directory of the states of N. Y. and N. J.; company staffs, agents and branch managers with companies represented and brokers; also county and local underwriters' organizations and kind of fire department of each city. Dy Coll
- Insurance year book; fire and marine. Dy Coll
- Insurance year book; life, casualty and miscellaneous. Dy Coll
- Marine insurance companies and brokers. (In Amer. exporter's export trade directory.) Dy Coll
- Insurance, Employers' liability  
 Otis, S. L. Manual of compensation and liability insurance; rules and rates. 2d ed. 1914. 368Ot4
- U. S. Bureau of labor statistics. Workmen's insurance and compensation series (incl. laws relating thereto) VF
- Insurance, Fidelity. See Insurance, Surety and fidelity
- Insurance, Fire  
 Allebach, R. K. S. Fire insurance agent and his agency. 1909. 368A15
- Brown, J. N. Estimates and agents' companion; rev. ed. 1912. 368B81
- Coles, W. S. Fire insurance hand-book. 1909. 368C67R
- Dean, A. F. Fire-rating as a science. 1901. 368D34
- Dean, A. F. Rationale of fire rates, a study of the personal influences affecting fire insurance cost. 1900. 368D341
- Deitch, G. A. Standard fire policy. 1905. 368D36
- Hall, T. Hall on insurance adjustments. 1907. 368H14
- Hardy, E. R. Fire insurance. (In Insurance and real estate, 1911. pt. I. Alex. Hamilton inst. Mod. bus. v. 8) 368H22
- Hess, H. M. Philosophy and methods of operation of the analytic system for the measurement of relative fire hazard (mercantile classes). 1909. 368H46
- Hine, C. C. Book of forms (fire insurance), forms of policies in actual use by the companies in the U. S. upon all classes of property (incl. automobiles) also active clauses and forms of indorsements. 5th ed. 1915. 368H51
- Huebner, S. S. Property insurance; fire and marine insurance, corporate surety bonding, title and credit insurance. 1911. 368H87
- Insurance lib. assoc. of Boston. Lectures on fire insurance. 1912. 368In73
- Moore, F. C. Fire insurance and how to build; also a guide to insurance agents respecting fire prevention and extinction, special features of manufacturing risks, writing of policies, adjustment of losses, etc. 1903. 368M78
- Morris, L. R. Instruction in real estate and fire insurance. 1906. 347M83
- National fire protection assoc. Field practice; an inspection manual for property owners, fire departments and inspection offices, covering fire hazards and their safeguarding and fire protection and upkeep. 1914. 352.3N2111
- Spectator co. Fire insurance laws, taxes and fees; a digest of the statutory requirements in the U. S. and Canada relating to fire insurance companies and agents, with quotations from the statutes, also a compilation of county and municipal taxes and fees. 368Sp311
- Steeb, G. V. Agents' and inspectors' pocket-book of fire protection. 1902. 614.8St3
- Warner, J. G. B. Defects of fire insurance and the remedy. 1903. 368W24R
- Weed, S. R. Hand book for fire insurance agents. 1904. 368W41
- Wolff, L. H. Law of insurance agency; a digest of important decisions, affecting fire insurance agents and agency. 1904. 368W83
- Zartman, L. W. Yale readings in insurance; property insurance. ed. by W. H. Price. 1914. Same as "Fire insurance." 368Z113
- See also Fire departments; Fire protection.
- Insurance, Fraternal. See Benefit societies

- Insurance, Health  
 Gibbon, J. G. Medical benefit; the experience of Germany and Denmark. 1913. 368G35  
 See also Insurance, State and compulsory
- Insurance, Industrial  
 Amer. acad. of pol. and soc. science. Risks in modern industry. 1911. 331.82Am3  
 Campbell, G. L. Industrial accidents and their compensation. 1911. 331.82C15  
 Dawson, W. H. Social insurance in Germany, 1883-1911. 368D322  
 Frankel, L. K. Workingmen's insurance in Europe. 1910. (Russell Sage foundation.) Bibliography. 331.82F85  
 Friedensburg, F. Practical results of workingmen's insurance in Germany. 1911. 331.82F91  
 Henderson, C. R. Industrial insurance in the U. S. 1909. 331.82H382  
 Hoffman, F. L. History of the Prudential insurance co. of Amer. (industrial insurance.) 1900. 02H67  
 Lewis, F. W. State insurance, a social and industrial need. 1909. 331.82L58  
 Lloyd, G. D. People's insurance, new edition containing the text of the insurance bill. 1911. 331.82L77  
 McKittrick, R. Accident insurance for workingmen. 1909. 340.5W75R  
 Rubinow, I. M. Social insurance with special reference to Amer. conditions. 1913. 368R82  
 Schwedtman, F. C. Accident prevention and relief; Europe, England and Germany, with recommendations for action in the U. S. 1911. 331.82Sch9  
 Seager, H. R. Social insurance, a program of social reform. 1910. 331.8Se1  
 Spectator co. Industrial life insurance; its history, statistics and plans; also hints to industrial agents. 1905. 368Sp3  
 Thompson, J. J. Social insurance; the question involved in practical social betterment. 1914. 331.82T37  
 U. S. Bureau of labor statistics. Workmen's insurance and compensation ser. (incl. laws relating thereto.) VF  
 Weyl, W. E. Benefit features of British trade unions. 331.82W54  
 See also Accidents, Industrial; Benefit societies; Employers' liability; Insurance, State and compulsory
- Insurance, Life  
 Alexander, W. Life insurance company. 1905. 368Al2  
 Assoc. of life insurance presidents. Proceedings of the annual meetings. 338As7  
 Brooks, C. E. Tables of mortality and the theory of probability. 1911. 338B79  
 Dawson, M. M. Business of life insurance. 1905. 368D321  
 Dawson, M. M. Elements of life insurance. 1911. 368D3211  
 Dawson, M. M. Practical lessons in actuarial science. 2v. 1905. 338D32  
 Dodd, A. Reports to the board of directors of the Mutual benefit life insurance co. from 1877 to 1901. 1901. 368D661  
 Dryden, J. F. Addresses and papers on life insurance. 1909. 03D8411  
 Equitable life assurance society of the U. S. First fifty years, 1859-1909. 1909. 368Eq5  
 Fackler, E. B. Notes on life insurance; theory and technical application. 1907. 368F11  
 Flitcraft, A. J. Life insurance manual; application agreements and complete policy forms of life insurance companies. Dy Coll  
 Gephart, W. F. Principles of insurance. 1911. 368G29  
 Graham, W. J. Romance of life insurance; its past, present and future with particular reference to the epochal investigation era of 1905-1908. 1909. 368G76  
 Hendrick, B. J. Story of life insurance. 1907. 368H38  
 Hoffman, F. L. Insurance science and economics; present day problems of administration methods and results for insurance officials and others interested in the broader aspects of insurance as a business in its relation to public welfare and the state. 1911. 368H671  
 Hoyt, W. D. Partnership-corporation insurance as business protection. 1914. 368H85  
 Hudnut, J. M. Semi-centennial history of the N. Y. life insurance co. 1845-1895. 1895. 368H86  
 Huebner, S. S. Life insurance. 1915. 368H871  
 Jack, A. F. Introduction to the history of life assurance. 1912. 368J12  
 Miller, W. Art of canvassing; how to sell insurance. 1912. 368M61  
 Moir, H. Life insurance primer; 2d ed. 1907. 368M72  
 Nash, W. T. Multiplying your income: or, How to sell life insurance. 1914. 658.9N17

- Insurance, Life—Continued  
 N. J. Legislature—Senate. Testimony taken before the committee of the Senate to inquire into the business of life insurance companies doing business in N. J. 4v. 1906-07. 368N462R
- N. Y. state Legislature. Joint committee on investigation of life insurance. Official testimony. 1ov. 1905-06. 368N481I  
 "P., Q." How to buy life insurance. 1906. 368P11
- Price, W. H. Life insurance reform in N. Y. 1909. 368P93
- Slough, C. Practical life insurance salesmanship and ginger talks. 1913. 368S15
- Spectator co. Life insurance history, 1843-1910. Yearly business of all active U. S. life insurance companies from organization. 1911. 368Sp31R
- Symonds, B. Life insurance examinations; a manual for the medical examiner and for all interested in life insurance. 1905. 368Sy6
- Willard, C. E. A B C of life insurance; 4th ed. 1908. 368W662
- Zartman, L. W. Investments of life insurance companies. 1906. 368Z1
- Zartman, L. W. Yale readings in insurance; life insurance; rev. by W. H. Price. 1914. 368Z112  
 See also Actuaries; Annuities; Insurance, Industrial; Insurance, State and compulsory
- Insurance, Marine  
 Huebner, S. S. Property insurance; fire and marine insurance, corporate surety bonding, title and credit insurance. 1911. 368H87
- Marine insurance, war risk insurance, contraband of war (In Exporters' encyclopedia.) Dy Coll
- Insurance—Periodicals  
 Economic world; formerly market world and chronicle. Weekly  
 Insurance critic with which is combined "Assurance." Semi-monthly  
 Insurance lib. assoc. of Boston. Bulletin. Quarterly  
 Insurance monitor. Monthly  
 Insurance register. Monthly  
 Insurance world. Weekly  
 Life assoc. news. Nat. assoc. of life underwriters. Monthly  
 Spectator; an Amer. weekly review of insurance  
 Weekly underwriter
- Insurance—Salesmanship. See Salesmanship—Insurance  
 Insurance, Sickness. See Insurance, Health  
 Insurance, Social. See Insurance, Industrial  
 Insurance, State and compulsory  
 Friedensburg, F. Practical results of workingmen's insurance in Germany. 1911. 331.82F91
- Gephart, W. F. Insurance and the state. 1913. 368G291
- Lewis, F. W. State insurance, a social and industrial need. 1909. 331.82L58
- Rubinow, I. M. Social insurance, with special reference to Amer. conditions. 1913. 368R82  
 See also Insurance, Industrial  
 Insurance, Surety and fidelity  
 Frost, T. G. Treatise on guaranty insurance and compensated suretyship. 1909. 368F92R
- Huebner, S. S. Property insurance; fire and marine insurance, corporate surety bonding, title and credit insurance. 1911. 368H87
- Mackall, L. E. Principles of surety underwriting, with the law of the several states on important points. 1914. 368M19
- Pennington, H. G. Manual of fidelity insurance and corporate suretyship; descriptive of surety and fidelity bonds with their practical uses, and the conditions under which they should be written with hints to agents. 1911. 368P38
- Insurance, Title  
 Huebner, S. S. Property insurance; fire and marine insurance, corporate surety bonding, title and credit insurance. 1911. 368H87
- Insurance, Unemployment  
 Gibbon, J. G. Unemployment insurance; a study of schemes of assisted insurance. 1911. 331.82G35
- Schloss, D. F. Insurance against unemployment. 1909. 331.82Sch3
- Insurance, Workingmen's. See Insurance, Industrial; Insurance, State and compulsory  
 Insurance against unemployment. Schloss, D. F. 1909. 331.82Sch3
- Insurance almanac  
 Insurance and real estate. (Alex. Hamilton inst. Mod. bus. v. 8) 368H22
- Insurance and real estate accounts. Sweetland, C. A. 1910. 657Sw31
- Insurance and the state. Gephart, W. F. 1913. 368G291
- Insurance companies' accounts. Tyler, E. A. 1905. 368T97

- Insurance directory of the states of N. Y. and N. J. Dy Coll
- Insurance law  
Beach, C. F., jr. *Commentaries on the law of insurance; life, fire, marine, accident, casualty and guaranty insurance in every form as determined by the courts and statutes of England and the U. S.* 2v. 1895. 368B35R
- Rhodes, E. E. *Recent insurance legislation.* 1907. 368R34R
- Richards, G. *Treatise on the law of insurance; fire, life, accident, marine.* 1893. 368R39R
- Synopsis of the statutory requirements of the several states and territories as they apply to legal reserve, old line life insurance companies of other states. (In Insurance year book; life, casualty and miscellaneous) Dy Coll
- Wolff, L. H. *Law of insurance agency; a digest of important decisions, affecting fire insurance agents and agency.* 1904. 368W83
- Insurance lib. assoc. of Boston  
Bulletin. Quarterly  
Catalogue. 1899. 016.36B65R
- Lectures on fire insurance. 1912. 368In73
- Insurance monitor index of the insurance happenings of the year. VF
- Insurance science and economics. Hoffman, F. L. 1911. 368H67I
- Insurance year book; fire and marine. Dy Coll
- Insurance year book; life, casualty and miscellaneous. Dy Coll
- Interest  
Fisher, I. *Rates of interest; its nature, determination and relation to economic phenomena.* 1907. 332.8F53
- Hoag, C. G. *Theory of interest.* 1914. 332.8H65
- Hurtt, J. M. *Dividend law and some of its applications.* 1909. 657H94
- King, G. *Theory of finance; the doctrine of interest and annuities certain.* 3d ed. 1898. 368K58
- McCoy, J. S. *Tables showing the prices of 2, 3 and 4 per cent bonds (interest payable quarterly) corresponding to investment values of from  $\frac{1}{4}$  per cent to 3 per cent per annum, from  $\frac{1}{4}$  year to 20 and 30 years to maturity of bond; together with a simple interest table.* 1908. 332M132
- Robinson, J. W. *Robinsonian universal interest tables, etc.* 8th ed. 1881. 658R56R
- Internal revenue. See Revenue
- International bureau of the American republics. See Pan American union
- International business library  
Craig, J. J. *Credits, insurance brokerage.* 368C84
- Jackman, W. J. *Corporations.* 338.8J13
- Russell, T. H. *Banking and finance.* 332R912
- Russell, T. H. *Business correspondence and forms.* 658R91
- Russell, T. H. *Commercial law and legal forms.* 347.7R91
- International cable directory co. *Internat. cable register of the world, in conjunction with Western union telegraphic code system.* Dy Coll
- International, commercial and financial gambling in "options and futures." Smith, C. W. 1906. 338Sm5
- International commercial policies. Fisk, G. M. 1907. 380F54
- International congress of Chambers of commerce and commercial and industrial associations. *Compte rendu stenographique des debats.* 1913. 380In8R
- Also English ed. 380In8I
- International copyright. See Copyright
- International correspondence schools, Scranton, Pa. *Advertiser's pocketbook.* 1911. 659In814
- Backgrounds. 659In811
- Business man's handbook. 2d ed. 1904. 658In812
- Dress goods; white goods; clothing. 659In8
- Miscellaneous merchandise decorations. 659In812
- Salesman's handbook. 1913. 658In8I
- Single-entry bookkeeping; double-entry bookkeeping. 1904. 657In8
- Window trimmer's handbook. 1912. 659In815
- International exchange. Margraff, A. W. 1912. 332.1M33R
- International law  
Amer. soc. of internat. law. *Diplomatic correspondence between the U. S. and belligerent governments relating to neutral rights and commerce.* 1915.
- Clapp, E. J. *Economic aspects of the war; neutral rights, belligerent claims and Amer. commerce in the years 1914-1915.* 1915. 940C53
- Page, A. *War and alien enemies; the law affecting their personal and trading rights, and herein of contraband of war and the capture of prizes at sea.* 1914. 341P14

- International law—Continued  
 Phillipson, C. Effect of war on contracts and on trading associations in territories of belligerents. 1909. 341.3P54  
 Porter, J. B. International law. 2d ed. 1914. 341P83  
     See also Commercial treaties; Diplomatic and consular service; Treaties  
 International library of technology. Book of forms. 1903. 347In8R  
 International trade and exchange. Brown, H. G. 1914. 330B81  
 International Whitaker. 310In8R  
 Interstate commerce  
     Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving, via rail, lake, ocean, canal; between points in N. Amer. and points in foreign countries. For contents see author entry 380Am3  
 Barnes, H. C. Interstate transportation; federal regulation of interstate transportation and common carriers, incl. jurisdiction of the Interstate commerce com. 2v. 1910. 385B26  
 Brown, D. W. Commercial power of congress in the light of its origin. 1910. 380B812  
 Haines, H. S. Problems in railway regulation. 1911. 385H1211  
 Hammond, M. B. Railway rate theories of the Interstate commerce com. 1911. 385H182  
 Lust, H. C. Act to regulate commerce, and supplemental acts. 1915. 380L97  
 Newcomb, H. T. Federal courts and the orders of the Interstate commerce com. 1905. 385N431  
 Prentice, E. P. Federal power over carriers and corporations. 1907. 338P91  
     See also Carriers; Railroads—Rates; Transportation  
 Interstate commerce—Periodicals  
     Trade and transportation; a monthly journal of Amer. trade in its relation to transportation  
 Interstate commerce commission. Bulletin of the revenues and expenses of steam roads in the U. S. Monthly  
     Bureau of statistics and accounts, Pamphlets. VF  
 Interstate transportation. Barnes, H. C. 2v. 1910. 385B26  
 Interurban railroads. See Electric railroads  
 Introduction to business organization. Sparling, S. E. 1906. 658Sp2  
 Introduction to the study of commerce. Clow, F. R. 1901. 380C62  
 Inventions and inventors  
     Burns, E. E. Story of great inventions. 1910. 608B932  
     Cochrane, C. H. Modern industrial progress. 1904. 600C642  
     Cressy, E. Discoveries and inventions of the twentieth century. 1915. 608C862  
     Goddard, D. Eminent engineers; brief biographies of inventors and engineers. 1906. 920G543  
     Holland, R. S. Historic inventions. 1911. 608H71  
     Iles, G. Inventors at work, with chapters on discovery. 1906. 608I13  
     Iles, G. Leading American inventors. 1912. 920I13  
     Inventor's manual; how to work a patent to make it pay. 1901. 608In8  
     Schemmel, A. How to make money out of inventions. 1890. 608Sch2  
     Taussig, F. W. Inventors and money-makers; relations between economics and psychology. 1915. 601T19  
     Thompson, E. P. How to make inventions; or, Inventing as a science and an art. 1891. 608T37  
 Inventions and patents. Edelman, P. E. 1915. 608Ed2  
 Inventors and money-makers. Taussig, F. W. 1915. 601T19  
 Inventors at work. Iles, G. 1906. 608I13  
 Inventor's manual. 1901. 608In8  
 Investigating an industry. Kent, W. 1914. 658.1K41  
 Investing for profit. Selden, G. C. 1913. 332Se41  
 Investment bankers assoc. of Amer. I. B. A. cf A. bulletin. Monthly  
 Investment bonds. Lownhaupt, F. 1908. 332L95  
 Investment of trust funds. Mortimer, F. C. 1909. 332M84  
 Investments  
     Babson, R. W. Bonds and stocks; the elements of successful investing. 1914. 332B111  
     Babson, R. W. Future method of investing money. 1914. 332.6B1111  
     Chamberlain, L. Principles of bond investment. 1911. 332.6C35  
     Clay, P. Sound investing; a book for estates, stock and bond dealers, business proprietors and partners; lawyers, etc. 1915. 332C57

- Conway, T., jr. Investment and speculation; the modern money market and an analysis of the factors determining the value of securities. 1911. (Alex. Hamilton inst. Mod. bus. v. 7) 332C76
- Cromwell, J. H. Amer. business woman; a guide for the investment, preservation and accumulation of property. 2d ed. 1910. 658C881
- Crowell, F. How to forecast business and investment conditions. 1911. 332.6C88
- Escher, F. Practical investing. 1914. 332Es11
- Hall, H. How money is made in security investments. 1911. 332H14
- Harmon, W. E. Capital and labor unified; the application of the instalment system to investments. 1911. 332H22
- Harper, A. Theory of American values. 1914. 332.6H23
- Henry, G. G. How to invest money. 1908. 332H39
- Hirst, F. W. Stock exchange; a short study of investment and speculation. 1911. 332.6H61
- How to invest when prices are rising; a scientific method of providing for the increasing cost of living. 1912. 332H832
- Lownhaupt, F. What an investor ought to know. 1914. 332L951
- Marcosson, I. F. How to invest your savings. 1907. 332M33
- Mead, E. S. Careful investor. 1914. 332M46
- Moody, J. How to invest money wisely. 1912. 332M7711
- Moody, J. Investor's primer. 1907. 332M771
- Mortimer, F. C. Investment of trust funds. 1909. 332M84
- Nicholas, F. C. Mining investments and how to judge them. 1907. 332N51
- Rollins, M. Money and investments; information in the handling of money or the investment thereof. 2d ed. 1910. 332R65
- Selden, G. C. Investing for profit. 1913. 332Se41
- Skinner, E. B. Mathematical theory of investment. 1913. 332Sk3
- Snyder, C. Amer. railways as investments; a comparative analysis of all the leading railways from the investor's point of view. 1907. 385Sn9
- Withers, H. Stocks and shares. 2d ed. 1911. 332.6W77
- Wrightington, S. R. Tax exempt and taxable investment securities; a summary of the laws of all the states and the District of Columbia. 1913. 336.2W93  
See also Annuities; Banks and banking—Securities; Bonds; Brokers; Building and loan associations; Corporations—Securities; Financial periodicals; Insurance; Interest; Market quotations; Mortgages; Negotiable instruments; Railroads—Finance; Railroads—Securities; Real estate; Securities—Yearbooks; Speculation; Stock exchange; Stocks
- Investments—Accounting. See Accounting—Investments
- Investments of life insurance companies. Zartman, L. W. 1906. 368Z1
- Investor's primer. Moody, J. 1907. 332M771
- Ireland—Directories. See Directories, Foreign
- Iron and steel industry
- Backert, A. O. A B C of iron and steel; with a directory of the iron and steel works and their products of the U. S. and Canada. 1907. By Coll
- Casson, H. N. Romance of steel; the story of a thousand millionaires. 1907. 672C27  
See also Carnegie steel co.; Corporations—Securities; U. S. steel corporation
- Iron and steel trade—Directories
- Amer. iron and steel assoc. Directory to the iron and steel works of the U. S., embracing the blast furnaces, rolling mills, steel works, bloomeries and tin and terne plate works; also classified lists of wire rod mills, rail mills, structural mills, plate, sheet and skelp mills and Bessemer, open hearth, crucible and steel casting works. 1907. By Coll
- Backert, A. O. A B C of iron and steel; with a directory of the iron and steel works and their products of the U. S. and Canada. 1907. By Coll
- Nat. iron and steel, coal and coke blue book; firms, corporations and individuals, in the U. S. and Canada. 1907. By Coll
- Rousset, C. Annuaire de la quincaillerie et des metaux. A classified directory of the hardware and metal goods trade of the world. 1907. By Coll
- Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory. 1907. By Coll  
See also Corporations—Securities; Foundry trade; Metal trade; Securities—Yearbooks

- Irregular and regular commercial paper. Mc-Master, J. S. 1902. 347M22  
 Isthmian canal. See Panama canal  
 Isthmian tourists' guide and business directory. Dy Coll  
 Italian language—Dictionaries  
 Millhouse, J. New English and Italian dictionary. 8th ed. 2v. 1910. 453M61R  
 Italy—Banks and banking. See Banks and banking—Italy  
 Italy—Directories. See Directories, Foreign  
 Ivory Coast—Directories. See Directories, Foreign

## J

- Jack, A. F. Introduction to the history of life assurance. 1912. 368J12  
 Jackman, W. J. Corporations: organization, finance and management. 1910. (Int. bus. lib.) 338.8J13  
 Jackson's real estate directory. Dy Coll  
 Jahrbuch der österreichischen Industrie. Dy Coll  
 Jamaica—Directories. See Directories, Foreign  
 Japan—Banks and banking. See Banks and banking—Japan  
 Japan. Dept. of finance. Financial and economical annual of Japan. Dy Coll  
 Japan—Directories. See Directories, Foreign  
 Japan directory for Tokyo, Yokohama, Kobe, etc. Dy Coll  
 Japan year book. Dy Coll  
 Jefferson, H. M. Banking practice. (In Banking practice and foreign exchange. 1910. pt. 1. Alex. Hamilton inst. Mod. bus. v. 6) 332B227  
 Jewelers' circular buyers' directory. VF  
 Jewelry trade—Directories  
 Fogerty's directory of the jewelry and kindred trades in the U. S. Dy Coll  
 Jewelers' circular buyers' directory of the manufacturers, importers and jobbers in the jewelry and kindred trades. VF  
 Jobbers' handbook; manufacturing jewelers and kindred trades. Dy Coll  
 Job, the man, the boss. Blackford, K. M. 1914. 331.8B56  
 Jobbers, commission merchants, etc.  
 Amer. representatives of foreign hat manufacturers in U. S.; hat commission and case houses, importers, manufacturers' agents, etc. (In Amer. hat trade directory.) Dy Coll  
 Branch, jobbing and transfer houses. (In Implement blue book.) Dy Coll

- Brokers, jobbers, and importers and exporters of food products in U. S. (In Thomas wholesale grocery and kindred trades register.) Dy Coll  
 Coffee, tea and spice importers and jobbers. (In Uker's tea and coffee buyers guide) Dy Coll  
 Commission agents, etc. (In Kelly's directory of merchants, manufacturers and shippers of the world.) Dy Coll  
 Commission throwsters, manufacturers' agents, raw and artificial silk importers. (In Davison's silk trade.) Dy Coll  
 Dealers in and importers of rags, paper stock, etc. in the U. S. and Canada. (In Lockwood's directory of the paper and stationery trade.) Dy Coll  
 Diamond importers and jewelry jobbers. (In Fogerty's directory of the jewelry and kindred trades.) Dy Coll  
 Export commission houses. (In Amer. exporter's export trade directory.) Dy Coll  
 Export commission houses. (In Exporters' encyclopedia.) Dy Coll  
 Export commission houses and agents in N. Y. handling Amer. textile products, dry goods. (In Official Amer. textile directory.) Dy Coll  
 Export commission merchants. (In Amer. harness and saddlery directory.) Dy Coll  
 Export merchant shipper's manufacturers' agents. (In Paper makers' directory of all nations.) Dy Coll  
 Jobbers in furs. (In Fur trade directory.) Dy Coll  
 Jobbing trade. (In Dockham's Amer. report and directory of the clothing manufacture and cutting up trade.) Dy Coll  
 Manufacturers' agents and jobbers of mill, steam, mine, plumbing, and heating supplies, etc.; in the U. S. (In Engineering directory.) Dy Coll  
 Manufacturers' agents fibre brokers, importers, twine and cordage jobbers. (In Davison's cordage, twine and duck trade.) Dy Coll  
 Manufacturers' selling agents, dry goods commission houses and converters in the principal cities, export commission houses and agents in N. Y. city handling Amer. textile products. (In Official Amer. textile directory.) Dy Coll  
 Offices of the N. Y. city resident buyers of out-of-town wholesale and retail houses. (In Millinery trade review. Where to buy millinery goods.) VF

- Packers, dealers and brokers in hides, pelts, wool, tallow, furs, manufacturers and tanners' machinery, supplies, extracts, etc. (In Hide and leather's year book and directory.) Dy Coll
- Paper jobbers. (In Printers' green book.) Dy Coll
- Raw silk importers and dealers, commission throwsters, manufacturers' agents and jobbers of hosiery and knit goods. (In Davison's hosiery and knit goods trade.) Dy Coll
- Sales agents of the cement trade. (In Directory of Amer. cement industries.) Dy Coll
- Sheldon's jobbing trade and city offices, containing jobbers in dry goods, cloths, tailor's trimmings, furnishing goods, hosiery, notions and millinery giving location of office in N. Y., name of resident buyer, the several departments and buyers; also converters of cotton goods. Dy Coll
- Sheldon's N. Y. resident buyers with the firms represented by each; N. Y. packing companies with firms packed and shipped for. Dy Coll
- Shoe and leather factors dealing in Amer. goods; commission and brokerage houses; shoe jobbers and importers in foreign countries. (In Shoe and leather annual) Dy Coll
- Tobacco jobbers of U. S. and Canada. (In New tobacco trade directory) Dy Coll
- Wholesale optical houses. (In Blue book of optometrists and opticians) Dy Coll
- Jobbers' handbook; a complete list of manufacturing jewelers and kindred trades. Dy Coll
- Jobson, W. P. An accounting system for printing concerns. 1912. 657J57
- John, E. M. Amer. notary and commissioner of deeds manual. 1904. 347.9J61R
- Johnson, A. P. Library of advertising. 6v. 1911. For contents see main entry. 659J62
- Johnson, E. R. Amer. railway transportation. 1912. 656J622
- Elements of transportation. 1909. 380J62
- Measurement of vessels for the Panama canal. 1913. 386J62R
- Ocean and inland water transportation. 1911. 387J62
- Panama canal traffic and tolls. 1912. 386J621
- Railroad traffic and rates. 2v. 1911. v. 1 Freight service. v. 2 Passenger, express and mail service. 385J62
- Johnson, J. Patentee's manual. 1890. 608J63
- Johnson, J. F. Canadian banking system. 1910. (Nat. monetary com.) 332.1J63
- Money and currency. 1905. 332J63
- Money and banking. 1910. (Alex. Hamilton inst. Mod. bus. v. 5) 332H833
- Johnson, M. Magnate or the people. 1913. 385J622
- Johnson, W. F. Four centuries of the Panama canal. 1906. 626J62
- Johnston, J. G. Forms of account books for various classes of business. 657J64
- Jones, A. F. Lumber manufacturing accounts. 1914. (Ronald accounting ser.) 657J712
- Jones, C. Handbook of advertising. 659J71
- Jones, C. L. Consular service of the U. S. 1906. 327J71
- Jones, E. Anthracite coal combination in the U. S. 1914. 338J71
- Jones, E. D. Business administrator. 1914. (Works management lib.) 658J71
- Jones, L. A. Legal forms. 1909. 346.9J71R
- Jones, R. Nature and first principles of taxation. 1914. 336.2J72
- Journal of accountancy; v. 9 to date. 657J82
- Journal of accountancy; index v. 1-16. Nov. 1905-Dec. 1913. 657J821R
- Journal of commerce and commercial bulletin. Commercial precedents selected from the column of replies and decisions. 1907. 347.7J82R
- Journalism
- Bennett, A. Journalism for women; a practical guide. 1898. 070B43
- Bleyer, W. G. Newspaper writing and editing. 1913. 070B61
- Blythe, S. G. Making of a newspaper man. 1912. 070B62
- Capehart, C. General history of Amer. journalism. 1913. 070C17
- Cody, S. Story writing and journalism. 1905. 808C641
- Escott, T. H. S. Masters of English journalism; a study of personal forces. 1911. 070E51
- Given, J. L. Making a newspaper. 1907. 070G44
- Harrington, H. F. Essentials in journalism. 1912. 070H23
- Holt, H. Commercialism and journalism. 1909. 070H74
- Hyde, G. M. Newspaper editing; a manual for editors, copy-readers, and students of newspaper desk work. 1915. 070H991
- Hyde, G. M. Newspaper reporting and correspondence. 1912. 070H99

## Journalism—Continued

- Kingston, A. Pitman's popular guide to journalism; a handbook for professional work on the newspaper press. 4th ed. 070K61
- Luce, R. Writing for the press. 5th ed. 1907. 070L96
- Olin, C. H. Journalism; explains the workings of a modern newspaper office. 1906. 070Ol3
- Opdycke, J. B. News, ads and sales; the use of English for commercial purposes. 1914. 658.83Op1
- Ralph, J. Making of a journalist. 1903. 070R13
- Ross, C. G. Writing of news; a handbook with chapters on newspaper correspondence and copy reading. 1911. 070R73
- Shuman, E. L. Practical journalism; newspaper methods. 1903. 070Sh91
- Symon, J. D. Press and its story; the birth and development of journalism up to the present day. 1914. 070Sy6
- Thorpe, M. Coming newspaper. 1915. 070T39
- Williams, J. B. History of English journalism to the foundation of the Gazette. 1908. 070W67
- Williams, W. Practice of journalism. 1911. 070W672  
See also Newspapers
- Journalism—Periodicals
- Editor and publisher and journalist. Weekly Fourth estate; a newspaper for the makers of newspapers and investors in advertising. Weekly
- Judicial and statutory definitions of words and phrases. 8v. 1904. 340J89R
- Judson, H. P. Higher education as a training for business. 1911. 378J92
- Jurisprudence. See Law
- Justices of the peace
- Honeyman, A. V. Justice of the peace, incl. matters within the judicial cognizance of police magistrates and recorders; practice and forms in N. J. 5th ed. 1912. 347H75R
- Jute trade. See Textile trade

## K

- Kahn, J. Principles and methods in commercial education. 1914. 658.07K12
- Kaiser, J. Systematic indexing. 1911. 029K12
- Kallman, M. M. Mercantile credits. 1914. 332.7M53
- Kautsky, K. High cost of living. 1914. 331.83K15
- Keeping up with rising costs. Sammons, W. 1915. 658.23Sa4
- Keister, D. A. Corporation accounting and auditing. 11th ed. 1906. 657K26
- Keller, A. G. Commercial and industrial geography. 1912. 380K28
- Keller's annual of the pottery and glass ware trades. Dy Coll
- Kelly, A. W. Questions asked on the written examinations for admission to the bar of N. J. as attorneys and counselors. 1898. 340K29R
- Kelly's directory of merchants, manufacturers and shippers of the world. Dy Coll
- Kemmerer, E. W. Money and credit instruments in their relation to general prices. 1907. 332K31
- Seasonal variations in the relative demand for money and capital in the U. S.; a statistical study. 1910. (Nat. monetary com.) 332K311
- Kendall, L. B. Safety. 1913. 331.82T58
- Kenna, E. D. Railway misrule. 1914. 385K36
- Kennan, K. K. Income taxation. 1910. 336.2K36
- Kent, J. Commentaries on Amer. law. 14th ed. 4v. 1896. 347K41
- Kent, W. Investigating an industry. 1914. 658.1K41
- Kenyon, H. A. Spanish commercial correspondence. 1907. 658K42
- Key to indexing and précis writing. Beak, G. B. 1908. 029B351
- Kimball, D. S. Principles of industrial organization. 1913. 658.1K56
- Kimball, G. S. Commercial arithmetic. 1911. 511K56
- Kindl, F. H. Rolling mill industry. 1913. 672K57
- King, C. L. Lower living costs in cities. 1915. 352K581
- Regulation of municipal utilities. 1912. 352K58
- King, G. Theory of finance. 3d ed. 1898. 368K58
- King, W. I. Elements of statistical method. 1912. 311K58
- Wealth and income of the people of the U. S. 1915. 331K58
- Kingston, A. Pitman's popular guide to journalism. 4th ed. 070K61

- Kinley, D. Independent treasury of the U. S. and its relations to the banks of the country. 1910. (Nat. monetary com.) 336.7K62
- Kirkbride, F. B. Modern trust company. 4th ed. 1913. 338K63
- Klein, J. J. Elements of accounting. 1913. 657K67
- Knauth, O. W. Policy of the U. S. towards industrial monopoly. 1914. 338.8K72
- Kniffin, W. H. Practical work of a bank. 1915. 332K74
- Savings bank and its practical work. 1912. 332.2K74
- Knit goods trade—Directory Davison's hosiery and knit goods trade; a directory of manufacturers and jobbers, with names of buyers, large retailers, hosiery and knit goods dyers, knitting yarns, raw and thrown silk, cotton, wool and silk waste; manufacturers' agents, city offices and salesrooms of mills, with selling agents. Dy Coll 658.1K751
- Knoepfel, C. E. Installing efficiency methods. 1915. (Works management lib.) 658.1K751
- Maximum production in machine-shop and foundry. 1911. (Works management lib.) 658.1K75
- Knoop, D. Outlines of railway economics. 1913. 385K75
- Knowlson, T. S. Business! practical hints for master and man. 1909. 658K76
- Business psychology. 1912. 174K761
- Koch, R. German imperial banking laws. 1910. (Nat. monetary com.) 332.1K81R
- Koester, F. Price of inefficiency. 1913. 300K81
- Krak's vejviser; Danmarks handelsspejl. Dy Coll 338.8K95
- L**
- Labor and administration. Commons, J. R. 1913. 331.8C7322
- Labor and capital
- Fiske, A. K. Honest business; right conduct for organizations of capital and labor. 1914. 174F541
- Gant, H. L. Work, wages and profits. 2d ed. 1913. (Works management lib.) 331.8G151
- Lloyd, H. D. Lords of industry. 1910. 338L77
- Watney, C. Industrial warfare; the aims and claims of capital and labour. 1913. 331.1W32
- See also Arbitration, Industrial; Capital; Cooperation; Economics; Efficiency, Industrial; Employers' liability; Industry; Labor and laboring classes; Labor unions; Profit sharing; Wages; Welfare work
- Labor and laboring classes
- Babson, R. W. Future of the working classes; economic facts for employers and wage earners. 1914. 331.8B11
- Blackford, K. M. H. Job, the man, the boss. 1914. 331.8B56
- Carlton, F. T. Industrial situation; its effect upon the home, the school, the wage earner and the employer. 1914. 331.8C1921
- Crapsey, A. S. Rise of the working class. 1914. 331.8C85
- Gompers, S. Labor in Europe and Amer. 1910. 331.8G58
- Henderson, C. H. Pay-day. 1911. 330H38
- Hoxie, R. F. Scientific management and labor. 1915. 658.1H85
- Mitchell, J. Wage earner and his problems. 1913. 331.8M691
- Nearing, S. Financing the wage earner's family; a survey of the facts bearing on income and expenditures in the families of Amer. wage earners. 1913. 331.83N27
- Ross, J. E. Consumers and wage earners, the ethics of buying cheap. 1912. 331R73
- Seager, H. R. Social insurance, a program of social reform. 1910. 331.8Se1
- Shadwell, A. Industrial efficiency; a comparative study of industrial life in England, Germany and Amer. 1906. 331Sh1
- U. S. Bureau of labor statistics. Wholesale prices ser. Retail prices and cost of living ser. Wages and hours of labor ser. Women in industry ser. Workmen's insurance and compensation ser. (incl. laws relating thereto.) Industrial accidents and hygiene ser. Conciliation and arbitration (incl. strikes and lockouts.) Labor laws of the U. S. (incl. decisions of courts relating to labor.) Foreign labor law series. VF
- See also Arbitration, Industrial; Cooperation; Cost and standard of living; Economics; Efficiency, Industrial; Employers' liability; Factory management; Hours of labor; Industrial education; Industry; Insurance, Industrial; Labor laws; Labor unions; Occupations; Profit sharing; Wages; Welfare work

- Labor and laboring classes—Statistics  
 Board of trade labour gazette. Great Britain  
 —Board of trade. Monthly  
 Monthly review of the U. S. bureau of labor  
 statistics
- Labor; building up a factory force. 1915.  
 (Factory management ser.) 658.1L11
- Labor in Europe and Amer. Gompers, S.  
 1910. 331.8G58
- Labor laws  
 Clark, L. D. Law of the employment of  
 labor. 1911. 338.9C54R
- Groat, G. G. Attitude of Amer. courts in  
 labor cases. 1911. 338.9G89
- U. S. Bureau of labor statistics. Labor laws  
 of the U. S. ser. VF  
 See also Employers' liability; Hours of  
 labor
- Labor unions  
 Carlton, F. T. History and problems of orga-  
 nized labor. 1911. 331.8C192
- Commons, J. R. Labor and administration.  
 1913. 331.8C7322
- Groat, G. G. Attitude of Amer. courts in  
 labor cases. 1911. 338.9G89
- Henry, A. Trade union woman. 1915.  
 396.5H39
- Marot, H. Amer. labor unions, by a mem-  
 ber. 1914. 331.87M34
- Portenar, A. J. Organized labor; its prob-  
 lems and how to meet them. 1912.  
 331.87P83
- Weyl, W. E. Benefit features of British  
 trade unions. 331.82W54  
 See also Arbitration, Industrial; Coop-  
 eration; Labor and capital; Labor and  
 laboring classes; Wages
- Labuan—Directories. See Directories, Foreign
- Lace trade—Directories  
 O. K. guide of embroidery and laces.  
 Dy Coll
- Laemmert (Almanak). Anuario administra-  
 tivo da Republica das Estados Unidos do  
 Brasil Dy Coll
- Laite's commercial blue book for South Af-  
 rica. Dy Coll
- Lakes-to-the-Gulf waterway. Shelton, W. A.  
 1912. 386Sh4
- Land  
 Dumas, J. Registering titles to land; lec-  
 tures delivered at Yale. 1900. 347D89
- March, B. C. Taxation of land values in  
 Amer. cities; the next step in exterminat-  
 ing poverty. 1911. 336.2M352
- Whittaker, Sir T. P. Ownership, tenure  
 and taxation of land; some facts, falla-
- cies and proposals relating thereto. 1914.  
 333W61  
 See also Conveyancing; Land titles;  
 Landlord and tenant; Real estate; Single  
 tax; Taxation
- Land credit. See Agricultural credit
- Land titles  
 Abtractors of land titles. (In Polk's real  
 estate register and directory of the U. S.  
 and Canada) Dy Coll  
 See also Conveyancing; Torrens sys-  
 tem
- Landis, E. C. Mechanical bookkeeping. (In  
 Amer. sch. of cor. Cyc. of commerce, etc.  
 v. 8) 650Am3
- Landlord and tenant  
 Rockwell, W. L. Law of landlord and  
 tenant in N. J. 1907. 347R591R
- Landmann, J. Swiss banking law. 1910.  
 (Nat. monetary com.) 332.1L23
- Landscape architects—Directories  
 Architects' directory and specification in-  
 dex; landscape and naval architects of  
 the U. S. and Canada, etc. Dy Coll
- Landscape gardeners and architects. (In  
 Amer. florist company's directory of flor-  
 ists, nurserymen and seedsmen) Dy Coll
- Lapp, J. A. Learning to earn. 1915.  
 371.4L31
- Larard, C. E. Practical calculations for en-  
 gineers. 3d ed. 1914. 620L47
- Latin America  
 Aughinbaugh, W. E. Selling Latin Amer., a  
 problem in internat. salesmanship; what  
 to sell and how to sell it. 1915. 382Au4
- Blakeslee, G. H. Latin Amer. 1914. (Clark  
 university addresses) 327B58
- Pan American financial conference. Pro-  
 ceedings
- Reid, W. A. Young man's chances in  
 South and Central America. 1914.  
 918R27
- Verrill, A. H. South and Central Amer.  
 trade conditions of to-day; incl. Mexico,  
 Cuba, Haiti and Dominican Republic.  
 1914. 382V61  
 See also Mexico; Pan American union;  
 South America; Tropics
- Latin America—Railroads. See Railroads—  
 Central America; Railroads—South Amer-  
 ica
- Laughlin, J. L. Banking reform. 1912.  
 332.1L36
- Law  
 Bolles, A. S. Every man's lawyer. 3v.  
 1908. 347B63R

- Carter, J. C. Law; its origin, growth and function; lectures before the Law school of Harvard university. 1907. 340C24
- Field, M. Famous legal arguments. 1897. 347F45
- Hicks, F. C. Aids to the study and use of law books. 1913. 016.34H52R
- Hill, F. T. Decisive battles of the law; narrative studies of eight legal contests affecting the history of the U. S. between the years 1800 and 1886. 1907. 345H55
- Holmes, O. W., jr. Common law. 1881. 347H73
- Hubbell's legal directory; synopses of the laws of the states, provinces of Canada and Mexico; time for holding state and U. S. courts for the year. Dy Coll
- Kelly, A. W. Questions asked on the written examinations for admission to the bar of N. J. as attorneys and counsellors. 1898. 340K29R
- Kent, J. Commentaries on Amer. law. 14th ed. 4v. 1896. 347K41
- Law digests and court calendars of the several states, territories and provinces. (In Martindale's Amer. law directory) Dy Coll
- N. J. lawyers' diary and bar directory; containing also common higher court practice rules, county and district court rules and practice; federal, state, and county officers, etc., with reference table to important revisions and statutory enactments. Dy Coll
- Paul, N. B. Heart of Blackstone; or, Principles of the common law. 1915. 346P28
- Putney, A. H. Foreign laws. 1910. (Business, commerce and finance) 349P98
- Robinson, W. C. Elementary law. 1910. 347R5621
- Stimson, F. J. Popular law-making; a study of the origin, history and present tendencies of law making by statute. 1910. 340S51
- Warren, C. History of the American bar. 1911. 340W252
- Wellman, F. L. Day in court; or, The subtle arts of great advocates. 1910. 340W46
- See also Administration of estates; Advertising law; Appraising; Banking law; Bankruptcy; Charters; Commercial law; Contracts; Conveyancing; Copyright; Corporation law; Courts; Forms (law); Insurance law; Internat. law; Justices of the peace; Labor law; Landlord and ten-
- ant; Legal ethics; Maritime law; Mortgages; Municipal corporations; Negotiable instruments; Notaries public; Partnership; Patents; Property; Real estate; Sales; Trade-marks; Trials
- Law--Dictionaries
- Bouvier, J. Law dictionary. 2v. 1897. 340B66R
- Chadman, C. E. Cyclopedic of law. 12v. 1908. 340C34R
- Judicial and statutory definitions of words and phrases. 8v. 1904. 340J89R
- Spalding, H. M. Encyclopedia of business law and forms. 1903. 347.7Sp1R
- Law and business of engineering and contracting. Fowler, C. E. 1909. 620F82
- Law of advertising and sales. Chapman, C. 2v. 1908. 347.7C36R
- Law of carriers of goods. Merriam, R. 1914. 380M55
- Law of commercial paper. Tompkins, L. J. 1913. 347.7T59R
- Law of insurance agency. Wolff, L. H. 1904. 368W83
- Law of nations. See International law
- Law of railroad rate regulation. Beale, J. H. 1906. 347B36R
- Law of real estate brokers, with forms. Gross, F. L. 1910. 347.2G91R
- Law of stockbrokers. Campbell, D. 1914. 332.6C15R
- Law of the employment of labor. Clark, L. D. 1911. 338.9C54R
- Lawless wealth. Russell, C. E. 1908. 331R91
- Lawrence, H. C. Making him buy. 1910. 659L43
- Making him pay. 1908. 658L43I
- Turning him down. 3d ed. 1908. 658L43
- Laws of wages. Moore, H. L. 1911. 331.8M78
- Lawson, T. W. Frenzied finance. 1905. 338L44
- Lawson, W. R. British war finance, 1914-15. 1915. 336.4L44
- Lawyers
- Warren, C. History of the Amer. bar. 1911. 340W252
- Lawyers—Directories
- Admiralty lawyers of the U. S. (In Blue book of Amer. shipping) Dy Coll
- Attorneys and counselors specially qualified to handle insurance cases. (In Insurance year book; fire and marine) Dy Coll
- Attorneys and counselors specially qualified to handle insurance cases. (In Insurance year book; life, casualty and miscellaneous) Dy Coll

Lawyers—Directories—*Continued*

- Bankers register and special list of selected lawyers. Dy Coll
- Directory of the N. J. bar. (In N. J. lawyers' diary and bar directory) Dy Coll
- Hubbell's legal directory for lawyers and business men; containing the names of one or more of the leading and most reliable attorneys in the principal cities and towns in the U. S. and Canada. Dy Coll
- Martindale's Amer. law directory. Pt. 1 Lawyers of the U. S. and Canada. Pt. 2. Lawyers of foreign countries. Dy Coll
- Real estate attorneys of the U. S. and Canada. (In Jackson's real estate directory) Dy Coll
- Leading Amer. inventors. Iles, G. 1906. 920Il3
- Leake, P. D. Depreciation and wasting assets. 1912. 657L47
- Learning to earn. Lapp, J. A. 1915. 371.4L31
- Leather trade—Directories
- Hide and leather's year book and directory of tanners; manufacturers of glazed kid, patent kid, colt kid, morocco, etc.; manufacturers of shoes, harness, gloves and leather goods; leather and findings dealers; packers, dealers and brokers in hides, pelts, wool tallow, furs; manufacturers, tanners' machinery, supplies, extracts, etc. Dy Coll
- Shoe and leather reporter annual; shoes, leather, findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world. Dy Coll
- Smith, P. L. Directory of the trunk, leather goods and umbrella trades of the U. S. and Canada; comprising manufacturers of and retail dealers in trunks, traveling bags, suit cases, hand bags, fancy leather goods, etc. Dy Coll
- See also Harness trade—Directories
- Leavitt, F. M. Examples of industrial education. 1912. 371.4L48
- Lectures on commerce. Hatfield, H. R. 1904. 658H28
- Lee, G. S. Inspired millionaires. 1908. 177L51
- Lee, J. Twenty-five years in the mail order business. 1902. 658L51
- Lee-McLachlan company, Danbury, Conn.
- Mills, D. C. Twentieth century hat factory. 1910-11. 687M62
- Leeward Islands—Directories. See Directories, Foreign
- Legal ethics
- Archer, G. L. Ethical obligations of the lawyer. 1910. 340.9Ar2
- Harris, A. M. Letters to a young lawyer. 1912. 174H24
- See also Business ethics
- Legal forms. See Forms (law)
- Legatees. See Administration of estates
- Lehmann's allgemeiner Wohnungsanzeiger nebst Handels und Gewerbe Adressbuch für Wien. Dy Coll
- Leichter, E. Successful selling. 1914. 658.9L53
- Leigh, C. W. Commercial arithmetic. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10) 650Am3
- Lesley, R. W. History of the Portland cement industry in the U. S. 1900. 691L561
- Lessons in salesmanship. Read, H. E. 1910. 658R22
- Letter writing. See Commercial correspondence
- Lettering. See Advertising cards
- Letters patent. See Patents
- Letters that collect. Modern mercantile pub. 1910. 658M72
- Letters that make good. Poole, G. W. 1915. 658P78
- Letters to a young lawyer. Harris, A. M. 1912. 174H24
- Levine, S. W. Business of pawnbroking. 1913. 332L57
- Levy, H. Monopoly and competition. 1911. 338L57
- Levy, L. E. Cause of business depressions. 1914. 330B49
- Lewis, E. H. Business English. 1911. 658L582
- Lewis, E. S. Credit man and his work. 1904. 658L58
- Financial advertising. 1908. 659L582
- Getting the most out of business. 3d ed. 1915. 658.1L58
- Lewis, F. W. State insurance. 1909. 331.82L58
- Liability, Employers'. See Employers' liability
- Liability insurance. See Insurance, Employers' liability
- Liberia—Directories. See Directories, Foreign

- Libraries—Directories  
Library directory with name of librarian and number of bound volumes in the library. (In Patterson's Amer. educational directory) Dy Coll
- Medical libraries and medical departments in public libraries. (In Polk's medical register and directory of North Amer.) Dy Coll
- U. S. Bureau of education. Public, society and school libraries. 1915. VF
- Library of advertising. Johnson, A. P. 6v. 1911. 659J62
- Library of business practice. 10v. 1914. 658L61
- Business management. Index. v. 1; Industrial organization. v. 2; Buying and hiring. v. 3; Salesmanship and sales management. v. 4; Selling methods. v. 5; Advertising. v. 6; Business correspondence. v. 7; Credits, collections and finance. v. 8; Accounting and office methods. v. 9; Costs and statistics. v. 10
- Library of congress. Catalogue of copyright entries. Pt. 1, Group 1. Books. Tri-weekly. Pt. 2, Group 2. Directories, maps, etc. Monthly
- Monthly list of state publications
- Liebèr, B. F. Five letter Amer. telegraphic code. 1915. Dy Coll
- Standard telegraphic code. 1896. Dy Coll
- Liechtenstein—Directories. See Directories, Foreign
- Liesse, A. Evolution of credit and banks in France. (Nat. monetary com.) 1909. 332.1L62
- Life assurance primer. Moir, H. 1907. 368M72
- Life insurance. See Insurance, Life
- Life insurance examinations. Symonds, B. 1905. 368Sy6
- Lighting companies. See Acetylene plants; Electric industries; Gas companies
- Lighting supply trade—Directories  
Jobbers, dealers and manufacturers of lighting supplies, tools and machinery in the U. S. (In Engineering directory) Dy Coll
- Lime trade—Directories  
Cement era. Directory of cement, gypsum and lime manufacturers. Dy Coll
- Limit of wealth. Hutchinson, A. L. 1907. 320H97
- Limitation upon national regulation of railroads. Butterfield, O. E. 1905. 385B98
- Lindner, W. Real estate. (In Insurance and real estate, 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 8) 368H22
- Lindsley, V. S. Rate regulation of gas and electric lighting. 1906. 347L64
- Linen trade. See Textile trade
- Lisle, G. Accounting in theory and practice. 1909. 657L68
- Lissenden, G. B. Practice and law of export trading. 1914. 380L69
- Lithographers—Directories  
Trade directory of lithographers; names and addresses of all the lithographing establishments in the U. S. and Canada, showing users of offset presses, and tinprinting presses, together with a selected list from foreign countries. Dy Coll
- Little journeys to the homes of great business men. Hubbard, E. 2v. 1900. 920H8631
- Living expenses. See Cost and standard of living
- Lloyd, G. D. People's insurance. 1911. 331.82L77
- Lloyd, H. D. Lords of industry. 1910. 338L77
- Lloyd's calendar. 527L77R
- Lloyd's register of shipping. 3v. Dy Coll
- Loan associations. See Building and loan associations
- Lockwood, D. W. Report upon the improvement of rivers and harbors in northeastern N. J. 1907. 627L81
- Lockwood's directory of the paper, stationery and allied trades. Dy Coll
- Lombard street. Bagehot, W. 1899. 332B14
- London chamber of commerce. Musgrave, C. E. 1914. 380M97
- Loose leaf books and systems for general use.  
Risque, F. W. 1907. 657R49
- Loose leaf filing. See Card system in business; Files and filing. (Documents)
- Lords of industry. Lloyd, H. D. 1910. 338L77
- Loring, A. P. Trustee's handbook. 3d ed. 1907. 347L89
- Lough, W. H. Corporation finance. 1909. (Alex. Hamilton inst. Mod. bus. v. 4.) 338SL92
- Lovell's gazetteer of the Dominion of Canada. 1908. 917.1L94R
- Lower living costs in cities. King, C. L. 1915. 352K581
- Lownhaupt, F. Investments bonds. 1908. 332L95
- What an investor ought to know. 1914. 332L951

## BUSINESS BOOKS

- Luce, R. Writing for the press. 5th ed. 1907. 070L96
- Lumber manufacturing accounts. Jones, A. F. 1914. 657J712
- Lumber trade—Directories  
Lumbermen's credit assoc. Reference book. Dy Coll  
See also Sawmills—Directories
- Lumbering—Accounting. See Accounting—Lumbering
- Lumbermen's credit assoc. Reference book. Dy Coll
- Lust, H. C. Act to regulate commerce, and supplemental acts. 1915. 380L97
- Luxemburg—Directories. See Directories, Foreign
- Lybrand, W. M. Accounts of holding companies. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6.) 650Am3
- Lyman, R. L. Government insurance of bank deposits. 1908. 332.1L98
- Lyon, W. H. Capitalization. 1912. 332.6L99  
Principles of taxation. 1914. 336.2L99
- Lyons, J. A. Modern corporation accounting. 1908. 657L99

## M

- Ma, Y. C. Finances of the city of N. Y. 1914. (Columbia university studies.) 336.7M11
- McAlpine's Nova Scotia directory. Dy Coll
- McCain, C. C. Diminished purchasing power of railway earnings. 1909. 385M121
- McCall, S. W. Business of Congress. 1911. 328.3M12
- MacClintock, P. L. Essentials of business English. 1914. 658.8M13
- McCoy, J. S. Tables showing the prices of 2, 3 and 4 per cent. bonds. 1908. 332M132
- MacDonald, J. A. Successful advertising. 1902. 659M14
- Macdonald's English directory and gazetteer. Dy Coll
- Macdonald's Irish directory and gazetteer. Dy Coll
- Macdonald's Scottish directory and gazetteer. Dy Coll
- McFall, R. J. Railway monopoly and rate regulation. 1916. 385M16
- MacFarland, G. A. First year in bookkeeping and accounting. 1913. 657M16
- McGraw electrical directory; electric railway ed. Dy Coll
- McGraw electrical directory; lighting and power ed. Dy Coll
- MacGregor, T. D. Bank advertising plans. 1913. 659M1711
- Pushing your business. 3d ed. 1909. 659M17
- Two thousand points for financial advertising. 2d ed. 1915. 659M171
- Machine shops—Directories  
Machine shops operated in connection with foundries. (In Penton's foundry list.) Dy Coll
- Thomas' Amer. machinery, iron, steel and metal trades reference book of the U. S.; users of metal working machinery and tools. Dy Coll
- Machinery and equipment. 1915 (Factory management ser.) 658.1M18
- Machinery trade—Directories  
Hendrick's commercial register of the U. S. for buyers and sellers; especially devoted to the interests of the architectural, contracting, electrical, engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries. Dy Coll
- Jobbers, dealers and manufacturers in mill, steam, mine, heating, lighting and plumbing supplies, tools and machinery; also manufacturers' agents. (In Engineering directory.) Dy Coll
- Rousset, C. Annuaire de la quincaillerie et des metaux. A classified directory of the hardware and metal goods trade of the world. Dy Coll
- Thomas' Amer. machinery, iron, steel and metal trades reference book of the U. S.; users of metal working machinery and tools; dealers in machinery, tools; machinists', mill and engineers' and railroad supplies; iron, steel and metals, scrap iron, etc. Dy Coll
- See also Agricultural implements and machinery trade; Electric industries; Manufacturers
- Machinists—Directories  
Thomas' Amer. machinery, iron, steel and metal trades reference book of the U. S.; users of metal working machinery and tools; dealers in machinery, tools; machinists', mill and engineers' and railroad supplies; iron, steel and metals, scrap iron, etc. Dy Coll
- Mackall, L. E. Principles of surety underwriting. 1914. 368M19
- Mackay, D. Practice and law of export trading. 1914. 380L69
- McKeon, P. J. Fire prevention. 1912. 614.8M19

- McKittrick, R. Accident insurance for workingmen. 1909. 340.5W75R
- Mackmurdo, A. H. Pressing questions. 1913. 331.2M32
- Macleod, H. D. Theory of credit. 1891. 332M2212
- McMaster, J. S. Irregular and regular commercial paper. 1902. 347M22
- Macpherson, F. H. Corporation accounting and investigations. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6) 650Am3
- Municipal accounting. 1901. 352.1M24
- McPherson, L. G. Railroad freight rates. 1912. 385M241
- Transportation in Europe. 1910. 385M2411
- Working of the railroads. 1907. 385M24
- MacRae's blue book. Dy Coll
- McVey, F. L. Modern industrialism. 1904. 330.9M25
- Railroad transportation. 1910. (Business, commerce and finance) 385M25
- Madagascar—Directories. See Directories, Foreign
- Magazines. See Periodicals
- Magnate or the people. Johnson, M. 1913. 385J622
- Mahin, J. L. Advertising, selling the consumer. 1914. (Assoc. ad. clubs of the world) 659M27
- Mail order business
- Annual register of supply sources; a directory of first hands in general merchandise suitable for the local and mail order merchant, consisting of 5c, 10c and 25c specialties, etc. Dy Coll
- Lee, J. Twenty-five years in the mail order business. 1902. 658L51
- Sawyer, S. Secrets of the mail-order trade; a practical manual for those embarking in the business of advertising and selling goods by mail. 1900. 658Sa9
- Sullivan, T. J. Merchants and manufacturers on trial; a complete survey of the illegitimate methods employed by the retail catalogue house system, with suggestions of modern means for preventing its further practice and growth: a logical and sane defence of local communities, local retail merchants and the middleman. 1914. 658.56Su5
- Sweetland, C. A. Mail order business. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8) 650Am3
- Swett, A. E. Principles of the mail order business. 6th ed. 658Sw4
- See also Advertising—Mail order business
- Mail order business—Periodicals
- Mail order news. Monthly
- National 5, 10 and 25c magazine; an independent Amer. trade journal devoted to the business interests of those who deal in low-priced merchandise. Monthly
- Novelty news; new ways to build up business, unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, post cards. Monthly
- Mail service. See Postal service
- Mailing lists. See Advertising—Mailing lists
- Making a drug store pay. Farrington, F. 1914. 659F241
- Making a newspaper. Given, J. L. 1907. 070G44
- Making advertising pay. Rubin, M. J. 1913. 659R82
- Making him buy. Lawrence, H. C. 1910. 659L43
- Making him pay. Lawrence, H. C. 1908. 658L431
- Making of a journalist. Ralph, J. 1903. 070R13
- Making of a merchant. Higginbotham, H. N. 1906. 658H53
- Making of a newspaper man. Blythe, S. G. 1912. 070B62
- Malay States—Directories. See Directories, Foreign
- Mallock, W. H. Nation as a business firm. 1910. 331M2911
- Malta—Directories. See Directories, Foreign
- Management, Industrial. See Efficiency, Industrial; Factory management
- Management of private corporations. Ringo, A. L. 1909. 347R472
- Management of public electric supply undertakings. Seabrook, A. H. 1913. 658.5Se1
- Manila trade. See Textile trade
- Manual of statistics; stock exchange handbook. Dy Coll
- Manual of successful storekeeping. Hotchkiss, W. R. 1915. 658.53H79
- Manufacturers—Accounting. See Accounting, Cost; Accounting—Factories
- Manufacturers—Directories
- Alphabetical list of manufacturers of mill, steam, mine, plumbing, heating and lighting supplies and machinery and tools in the U. S. giving home and branch offices. (In Engineering directory.) Dy Coll
- Hendricks' commercial register of the U. S. for buyers and sellers, with which has been incorporated "The assistant buyer;" especially devoted to the interests of the archi-

## Manufacturers—Directories—Continued

tectural, contracting, electrical engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries.

Dy Coll

Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries.

Dy Coll

MacRae's blue book: consolidated with The railway supply index—catalogue; railway supply manufacturers and their products.

Dy Coll

Ryland's colliery, iron, steel, tin-plate, engineering and allied trades directory.

Dy Coll

Sweet's catalogue of building construction; architects and builders ed.: indexed by firms represented, by products, by location and by trade names; together with a checking list for use in the making of specifications and estimates.

Dy Coll

Sweet's engineering catalogue; a collection of condensed catalogues comprising materials of construction, contracts, plant, power plant equipment and allied products.

Dy Coll

Thomas' register of Amer. manufacturers and first hands in all lines.

Dy Coll

See also names of trades, etc: Automobile; Baking; Brewing; Building material; Canning; Cement; Chemical; Clothing; Coal; Coke; Confectionery; Cordage; Drug; Dyers; Electric industries; Electric railroads—Equipment; Embroidery; Fertilizer; Fiber; Film; Flag; Flour; Foundry; Fur; Furniture; Glass; Glove; Gypsum; Handkerchief; Hardware; Harness; Hat; Hides and skins; Hosiery; Iron and steel; Jewelry; Jobbers, commission merchants, etc.; Knit goods; Lace; Leather; Lighting supply; Lime; Lumber; Machinery; Mattress; Medicines, Patent, proprietary, etc.; Metal; Mill supply; Mine supply; Motor cycle; Moving picture; Optical instrument; Organ; Pattern shops; Phosphate; Piano; Planing mills; Plumbing; Pottery; Railroads—Equipment and supplies; Refrigeration; Rolling mills; Rubber; Sail makers; Sawmills; Shipbuilding; Silk; Smelting; Sporting goods; Sugar; Tanning; Telephone industry; Tent; Textile; Tobacco; Toy; Trunk and traveling bag; Umbrella and cane; Underwear; Vehicle; Window shade

Manufacturers' accounts. Eddis, W. C. 1904.

657Ed2

Manufacturers' agents. See Jobbers, commission merchants, etc.

Manufacturers' assoc. of N. J. Manufacturers assoc. bulletin. Monthly

Manufacturers record. Thirty years of southern upbuilding. 1912. 917.5M31R

## Manufactures

Manufacturers: general report and analysis; reports for principal industries. (In U. S. Bureau of the census. Final report of the 13th census, 1910-15, v. 8-10) 317Un3213R

## Manufacturers—Periodicals

Amer. industries; the manufacturer's magazine. Nat. assoc. of manufacturers of the U. S. of Amer. Monthly

Commercial Amer. for the purpose of carrying to buyers throughout the world reliable information concerning Amer. manufacturers. Phil. commercial museum. Monthly

Commercial West; representing banking, western investments, milling and grain, the Northwest, Central Pacific West, the Southwest. Weekly

Dun's review; international ed. a journal of international trade. Monthly

Export Amer. industries. Nat. assoc. of manufacturers of the U. S. of Amer. Monthly

Industrial Canada. Canadian manufacturers' assoc. Monthly

Manufacturers' assoc. bulletin. Manufacturers' assoc. of N. J. Monthly

Manufacturers' record; a weekly newspaper devoted to the industrial, financial, railroad, mining, contracting engineering, building and general business interests of the South and Southwest

Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of Amer. Monthly

## Map collection

No attempt has been made in this catalogue adequately to represent the large collection of maps and atlases at the Business Branch. The following summary gives a suggestion of its size and scope: 5 general atlases, 3 N. J. atlases, 20 real estate atlases, 500 soil maps of counties and districts in the U. S., 1000 county rural delivery maps, 700 maps of cities, states, etc., 500 U. S. topographic maps of neighboring states, 194 U. S. geologic atlases and over 100 automobile road maps

## Maps—Bibliography

Catalogue of copyright entries. Library of congress. Pt. 1, Group 2. Directories, maps, etc. Monthly

Marchant, J. R. V. Commercial history. 380M33

Marcosson, I. F. How to invest your savings. 1907. 332M33

Marden, O. S. Getting on. 1910. 170M3319  
Progressive business man. 1913. 174M33

Mares, G. C. Card index. 1909. 658M33  
Margraff, A. W. International exchange. 4th ed. 1912. 332.1M33R

Marine engine and boiler trade—Directories  
Lloyd's register of shipping. 3v. Dy Coll  
Marine engineers

Directory of shipowners, shipbuilders and marine engineers. Dy Coll

Marine and naval engineers. (In Blue book of Amer. shipping) Dy Coll

Marine insurance. See Insurance, Marine  
Maritime law

Lissenden, G. B. Practice and law of export trading. 1914. 380L69

Tables of freeboard, digest of merchant shipping acts, etc. (In Shipping world year book) Dy Coll

U. S. Bureau of navigation. Navigation laws of the U. S. 1915. 347.76Un3R

Market quotations

The annalist; a magazine of finance, commerce and economics. Weekly

Commercial and financial chronicle. Weekly

Commercial West; representing banking, western investments, milling and grain, the Northwest, Central Pacific West, the Southwest. Weekly

Economic world. Weekly

Financial age. Weekly

Financial America. Daily

Financial world. Weekly

Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly

Journal of commerce and commercial bulletin. Daily

Post and Flagg. N. Y. stock exchange quotations. 4 times daily

Quotations N. J. securities. (In N. J. commerce and finance, record and guide. Weekly)

Statist; a journal of practical finance and trade. London. Weekly

Stock exchange quotations, Baltimore, Boston, Chicago, Cleveland, N. Y., Philadelphia, Pittsburgh, St. Louis and Canada. (In Manual of statistics, stock exchange hand book) Dy Coll

Wall street journal. Daily

Marketing of farm produce

Huebner, G. G. Agricultural commerce; the organization of Amer. commerce in agricultural commodities. 1915. 380H87

Seibels, W. T. Produce markets and marketing. 1911. 338.1Se4

Weld, L. D. W. Marketing of farm products. 1916. Bibliography 338.1W45

Markets

King, C. L. Lower living costs in cities; a constructive programme for urban efficiency. 1915. 352K581

Sullivan, J. W. Markets for the people. 1913. 338.1Su5

Marks, W. D. Finances of gas and electric light and power enterprises. 1905. 658M34

Marot, H. Amer. labor unions. 1914. 331.87M34

Marsh, B. C. Taxation of land values in Amer. cities. 1911. 336.2M352

Marshall, C. C. Corporation and voucher accounting. 1902. 657M352

Martin, F. L. Practice of journalism. 1911. 070W672

Martin, F. T. Passing of the idle rich. 1911. 331M362

Martindale's Amer. law directory. Dy Coll

Martinique—Directories. See Directories, Foreign

Marvin, W. L. Amer. merchant marine. 1902. 387M36

Mason, F. R. Business principles and organization. 1909. (Business, commerce and finance) 658M38

Mason, H. B. Window displays for druggists. 1910. 659M38

Masters, R. Insurance office organization, management and accounts. 658Yo8

Masters of English journalism. Escott, T. H. S. 1911. 070Es1

Materials and supplies. 1915. (Factory management ser.) 621.7M41

Materials of corporation finance. Gerstenberg, C. W. 1915. 338.8G32

Mathematical theory of investment. Skinner, E. B. 1913. 332Sk3

Matheson, E. Depreciation of factories, mines and industrial undertakings and their valuation. 1910. 657M42

Mathews, F. Taxation and the distribution of wealth. 1914. 336.2M42

- Matthews, N. Municipal charters. 1914. 352M43
- Mattress trade—Directories  
Fibre mattress manufacturers. (In Davison's textile blue book U. S. and Canada) Dy Coll
- Mattress manufactures. (In Dockham's Amer. report and directory.) Dy Coll
- Mauritania—Directories. See Directories, Foreign
- Mauritius—Directories. See Directories, Foreign
- Mayor, J. Transportation. (In Organization, correspondence, transportation, 1911, pt. 3. Alex. Hamilton inst. Mod. bus. v. 2) 658Or3
- Maximum production in machine-shop and foundry. Knoeppel, C. F. 1911. 658.1K75
- Maxwell, W. Salesmanship. 1914. 658.9M45
- May, R. Commercial paper. 1911. 332B11
- Mayors. See City officers
- Mead, E. S. Careful investor. 1914. 332M46  
Corporation finance. 1912. 338M46I  
Economics. 1910. (Alex. Hamilton inst. Mod. bus. v. 1) 330M46  
Trust finance. 338M46
- Meaning and practice of commercial education. Herrick, C. A. 1904. 373H43
- Meaning of money. Withers, H. 1909. 332W77
- Means, D. M. Methods of taxation. 1909. 336M46
- Measurement of vessels for the Panama canal. Johnson, E. R. 1913. 386J62R
- Measures. See Weights and measures
- Mechanism of the city. Powell, E. T. 1910. 332P87
- Medical benefit. Gibbon, T. G. 1913. 368G35
- Medical directories. See Physicians and surgeons
- Medicines, Patent, proprietary, etc.  
Manufacturers of patent medicines, proprietary articles, etc. (In Thomas' drug trades reference book.) Dy Coll
- Proprietary preparations. (In Era drugists' directory) Dy Coll  
See also Drug trade
- Memory  
Bacon, J. H. Pitman's complete guide to the improvement of the memory. 6th ed. 154B13
- Robinson, A. R. Memory and the executive mind. 1912. 150R56
- Watt, H. J. Economy and training of memory. 1909. 154W34
- Men of business. Stoddard, W. O. 1893. 920St62
- Men who sell things. Moody, W. D. 1911. 658M77
- Men's furnishing goods trade—Directories  
Haberdasher directory. VF
- Mental efficiency. Bennett, A. 1911. 374B431
- Mercantile agencies. See Credit
- Mercantile correspondence in English and German languages. Clausen, J. 2v. 1911. 658C57
- Mercantile credit. Hagerty, J. E. 1913. 332.7H12
- Mercantile credits; by M. M. Kallman, and others. 1914. 332.7M53
- Mercantile law. See Commercial law
- Mercantile marine. See Merchant marine
- Merchandising investigation. Assoc. adv. clubs of the world-Educational research committee. 1915. 658As7
- Merchant marine  
Clapp, E. J. Port of Hamburg. 1911. 380C53
- Hough, B. O. Ocean traffic and trade. 1914. 387H81
- Johnson, E. R. Ocean and inland water transportation. 1911. 387J62
- Marvin, W. L. Amer. merchant marine; its history and romance, from 1620 to 1902. 1902. 387M36
- Mills, J. C. Our inland seas, their shipping and commerce for three centuries. 1910. 387M62
- Owen, D. Ocean trade and shipping. 1914. 387Ow2
- Smith, J. R. Ocean carrier; a history and analysis of the service and a discussion of the rates of ocean transportation. 1908. 387Sm51
- Spears, J. R. Story of the Amer. merchant marine. 1910. 387Sp3  
See also Commerce; Maritime law; Shipping
- Merchant marine—Directories  
U. S. steamboat inspection service. List of officers of merchant, motor and sail vessels licensed. VF
- Merchants—Directories  
Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries. Dy Coll  
See also Business—Biography; Commercial travelers; Jobbers, commission merchants, etc.
- Merchants and manufacturers on trial. Sullivan, T. J. 1914. 658.56Su5
- Merriam, R. Law of carriers of goods. 1914. 380M55

- Merritt, A. N. Federal regulation of railway rates. 1907. 385M55
- Metal trade—Directories  
Rousset, C. *Annuaire de la quincaillerie et des métaux.* A classified directory of the hardware and metal goods trade of the world. Dy Coll
- Thomas' Amer. machinery, iron, steel and metal trades reference book of the U. S.; users of metal working machinery and tools; dealers in machinery, tools; machinists', mill and engineers' and railroad supplies; iron, steel, metals, scrap iron, etc. Dy Coll
- See also Foundry trade; Hardware trade; Iron and steel trade
- Metal trade—Statistics  
Amer. metal market and daily iron and steel report. Metal statistics. Dy Coll
- Methods and machinery of practical banking.  
Patten, C. B. 1891. 332P272
- Methods of taxation. Means, D. M. 1909. 336M46
- Metric system  
Bayer, H. G. Metric system in all its details compared with the Amer. weights and measures; 28 tables of equivalents. 1912. 389B34
- See also Weights and measures
- Mexican year book Dy Coll
- Mexico  
Mexican year book; a financial commercial handbook compiled from official and other returns; issued under the auspices of the Dept. of finance Dy Coll
- See also Banks and banking—Mexico; Latin America
- Mexico—Directories. See Directories, Foreign
- Mexico—Periodicals  
Bulletin of the Pan America union. Monthly
- Mexico—Railroads. See Railroads—Mexico
- Meyer, H. R. Government regulation of railway rates. 1905. 385M572
- Michaelis, H. New dictionary of the Portuguese and English languages. 4th ed. 2v. 1912. 469M58R
- Mill supply trade—Directories  
Buyers' index for machinery and mill supplies. (In Official Amer. textile directory) Dy Coll
- Jobbers, dealers and manufacturers in mill supplies, tools and machinery; also manufacturers' agents. (In Engineering directory) Dy Coll
- Millener, C. A. Cost accounts. 1901. 657M61
- Miller, W. Art of canvassing. 1912. 368M61
- Millhouse, J. New English and Italian pronouncing and explanatory dictionary. 8th ed. 2v. 1910. 453M61R
- Millinery trade—Directories  
Millinery trade review. Where to buy millinery goods; manufacturing and wholesale houses in all branches of the millinery trade; N. Y. resident buyers and the houses for which they buy. VF
- See also Dry goods trade—Directories
- Millionaires  
Burnley, J. Millionaires and kings of enterprise. 1901. 920B932
- Lee, G. S. Inspired millionaires. 1908. 177L51
- Martin, F. T. Passing of the idle rich. 1911. 331M362
- Myers, G. History of the great Amer. fortunes. 3v. 1910. 338M99
- See also Capitalists and financiers; Wealth
- Mills, D. C. Twentieth century hat factory. 1910-1911. 687M62
- Mills, J. C. Our inland seas. 1910. 387M62
- Searchlights on some Amer. industries. 1911. 600M62
- Mills, J. S. Panama canal. 1913. 626M62
- Mills. See Cotton seed trade; Planing mills; Rolling mills; Sawmills; Sugar trade; Textile trade
- Mind and word. Gulick, L. H. 1908. 150G95
- Mine supply trade—Directories  
Jobbers, dealers and manufacturers of mine supplies, tools and machinery. (In Engineering dictionary) Dy Coll
- Miner, G. W. Accounting and business practice. 1912. 657M871
- Practical business arithmetic. 1906. 511M781
- Mineral springs. See Health resorts
- Mines and mining  
Mining (In U. S. Bureau of the census. Final report of the 13th census, 1910-15, v. 11) 317Un3213R
- Morrison, R. S. Mining rights on the public domain. 14th ed. 1910. 347.93M83R
- Nicholas, F. C. Mining investments and how to judge them. 1907. 332N51
- Rice, G. G. My adventures with your money. 1913. 332R36

## Mines and mining—Continued

- Skinner, E. N. Mining costs of the world; a compilation of cost and other important data of the world's principal mines. 1915. 622Sk3  
See also Corporations—Securities; Investments; Iron and steel industry
- Mines and mining—Accounting. See Accounting—Mines and mining
- Mines and mining—Directories
- Mining manual, by W. R. Skinner; a record of information concerning mining companies; preceded by tables of crushings and gold outputs and followed by lists of mining directors, secretaries, mining and consulting engineers and mine managers. Dy Coll  
See also Coal trade; Corporations—Securities; Iron and steel trade; Phosphate trade
- Mining costs of the world. Skinner, E. N. 1915. 622Sk3
- Mining investments and how to judge them. Nicholas, F. C. 1907. 332N51
- Mining manual by W. R. Skinner. Dy Coll
- Mining rights on the public domain. Morrison, R. S. 1910. 347.93M83R
- Mitchell, J. Wage earner and his problems. 1913. 331.8M691
- Mitchell, W. C. Business cycles. 1913. 332M691R
- Mitten trade. See Glove trade
- Mnemonics. See Memory
- Modern accounting. Hatfield, H. R. 1911. 657H28
- Modern advertising. Calkins, E. E. 1912. 659C12
- Modern bank. Fiske, A. K. 1904. 332F54
- Modern banking methods. Barrett, A. R. 1907. 332B27
- Modern bookkeeping and accounts. Adgie, W. 1903. 657Ad3
- Modern business. See Alex. Hamilton inst. Modern business.
- Modern business arithmetic. Curtis, U. 1908. 511.8C94
- Modern business bookkeeping. Gilbert, A. L. 1902. 657G37
- Modern business corporations. Wood, W. A. 1906. 380W85
- Modern business correspondence. Erskine, F. M. 1907. 658.8Er8
- Modern corporation. Conyngton, T. 1910. 380C76
- Modern corporation accounting. Lyons, J. A. 1908. 657L99
- Modern credit methods. Church, F. P. 1912. 332.7C47
- Modern factory. Price, G. M. 1914. 331.82P93
- Modern illustrative banking. Neal, E. V. 1904. 332.1N25
- Modern illustrative bookkeeping. Neal, E. V. 1901. 657N25
- Modern industrial progress. Cochrane, C. H. 1904. 600C642
- Modern industrialism. McVey, F. L. 1904. 330.9M25
- Modern machine shop construction, equipment and management. Perrigo, C. O. E. 1906. 621.9P42
- Modern mercantile pub. co. Letters that collect. 1910. 658M72
- Modern organization. Hine, C. D. 1912. 658.1H58
- Modern poster. Alexandre, A. 1895. 741.4Al2
- Modern railroad. Hungerford, E. 1911. 385H89
- Modern show card lettering. Thompson, W. A. 1913. 745.1T37
- Modern sugar planter. Directory of Louisiana sugar planters. Dy Coll
- Modern trust companies. Kirkbride, F. B. 1913. 338K63
- Moir, H. Life assurance primer. 2d ed. 1907. 368M72
- Molding. See Foundry trade
- Moll, T. J. Treatise on the law of independent contractors and their liability, etc. 1910. 347.4M73R
- Monaco—Directories. See Directories, Foreign
- Money
- Barbour, Sir D. Influence of the gold supply on prices and profits. 1913. 332B23
- Cahn, Herman. Capital today; a study of recent economic development. 1915. 331C112
- Delmar, A. History of monetary systems. 1893. 332D3811
- Easton, H. T. Tate's modern cambist; a manual of foreign exchanges and bullion, with the monetary systems of the world and foreign weights and measures; with chapters on exchange and bullion operations. 25th ed. 1912. 332Ea7R
- Fisher, I. Purchasing power of money; its determination and relation to credit, interest and crises. 1911. 332F531
- Franklin, F. Cost of living. 1915. 338.5F85
- Gardner, J. P. Moneys of the world; a guide to the foreign moneys current throughout the world with the average rate

- at which such moneys may be exchanged  
in N. Y. City. 1909. 332G17
- Hawtrey, R. G. Good and bad trade; an inquiry into the causes of trade fluctuations. 1913. 332H31
- Hepburn, A. B. History of currency in the U. S., with a brief description of the currency systems of all commercial nations, with bibliography. 1915. 332.4H41
- Holdsworth, J. T. Money and banking. 1914. 332H712
- Howard, E. D. Money and banking; a discussion of the principles of money and credit, with descriptions of the world's leading banking systems. 1910. (Alex. Hamilton inst. Mod. bus. v. 6) 332H833
- Johnson, J. F. Money and currency in relation to industry, prices and rate interest. 1905. 332J63
- Kemmerer, E. W. Money and credit instruments in their relation to general prices. 1907. 332K31
- Kemmerer, E. W. Seasonal variations in the relative demand for money and capital in the U. S.; a statistical study. 1910. (Nat. monetary com.) 332K311
- Nat. monetary com. Interviews on the banking and currency systems of England, Scotland, France, Germany, Switzerland and Italy. 1910. 332.1Un327
- Putney, A. H. Currency, banking and exchange. 1909. (Business, commerce and finance) 332P98
- Scott, W. A. Money. 1913. 332Sc031
- Scott, W. A. Money and banking. 4th ed. 1910. 332Sc03
- Smith, H. I. Financial dictionary. 1903. 332Sm5
- U. S. Laws, statutes, etc. Laws of the U. S. concerning money, banking, and loans, 1778-1909; comp. by A. T. Huntington and R. J. Mawhinney. 1910. (Nat. monetary com.) 332Un34R
- White, H. Money and banking; illus. by Amer. history. rev. to the year 1914. 5th ed. 1914. 332W5812
- Withers, H. Meaning of money. 1909. 332W77
- See also Banks and banking; Capital; Counterfeits and counterfeiters; Exchange; Finance; Gold; Interest; Investments; Paper money; Prices; Stock exchange; Wealth
- Money and banking. Holdsworth, J. T. 1914. 332H712
- Money and banking. Scott, W. A. 1910. 332Sc03
- Money and banking. White, H. 1914. 332W5812
- Money and credit instruments in their relation to general prices. Kemmerer, E. W. 1907. 332K31
- Money and currency. Johnson, J. F. 1905. 332J63
- Money and investments. Rollins, M. 1910. 332R65
- Moneys of the world. Gardner, J. P. 1909. 332G17
- Monopolies
- Brown, W. J. Prevention and control of monopolies. 1914. 338B81
- Finch, J. A. Federal anti-trust decisions. 2v. 1907. 345F49
- Lawson, T. W. Frenzied finance. 1905. 338L44
- Levy, H. Monopoly and competition; a study in English industrial organization. 1911. 338L57
- Lloyd, H. D. Lords of industry. 1910. 338L77
- See also Carnegie steel co.; Coal industry; Competition; Federal trade commission; Government ownership and control; Standard oil co.; Trusts; U. S. steel corporation
- Montenegro—Directories. See Directories, Foreign
- Monteverde, R. D. Pitman's commercial correspondence in Spanish. 658.8M76
- Montgomery, R. H. Auditing, instruction paper. 3v. 1909. 657M761
- Auditing; theory and practice. 1912. 657M76
- Dicksee, L. R. Auditing. 1909. 657D56
- Montserrat—Directories. See Directories, Foreign
- Moody, J. Art of Wall street investing. 1906. 332M77
- How to analyze railroad reports. 1912. 656M77
- How to invest money wisely. 1912. 332M7711
- Investor's primer. 1907. 332M771
- Truth about the trusts. 1904. 338M77
- Moody, W. D. Men who sell things. 1911. 658M77
- Moody's analyses of investments; public utilities and industrials. Dy Coll
- Moody's analyses of investments; railroads. Dy Coll
- Moody's manual of railroads and corporation securities. 2v. v. 1. Railroads. v. 2. Industrials and public utilities. Dy Coll .

- Moore, F. C. Fire insurance and how to build. 1903. 368M78
- Moore, H. L. Economic cycles. 1914. 338.1M78
- Law of wages. 1911. 331.8M78
- Moore, J. H. Accounting and business practice. 1902. 657M781
- Modern illustrative banking. 1904. 332.1N25
- New commercial arithmetic. 1907. 511M78
- Practical business arithmetic. 1906. 511M781
- Morals in modern business. Page, E. D. and others. 1909. 174P14
- Moran, C. Business of advertising. 1905. 659M79
- Morawetz, V. Banking and currency problem in the U. S. 1909. 332M79
- More talks by the old storekeeper. Farrington, F. 1912. 658F2412
- Morgan, D. T. Land credits. 1915. 332.7M822
- Morison, F. R. Banking publicity. 1904. 659M82
- Morman, J. B. Principles of rural credits. 1915. 332.7M82
- Morocco—Directories. See Directories, Foreign
- Morris, C. Industrial and commercial geography. 1910. 380M83
- Morris, L. R. Instruction in real estate and fire insurance. 1906. 347M83
- Morris, R. Railroad administration. 1910. 385M83
- Morris canal  
N. J.—Morris canal investigation committee. Report 1914. 626N461R
- Morrison, R. S. Mining rights on the public domain. 14th ed. 1910. 347.93M83R
- Mortgages  
Reed, H. Science of real estate and mortgage investment. 1899. 347R25  
See also Investments; Real estate
- Mortimer, F. C. Investment of trust funds. 1909. 332M84
- Most favoured nation clause. See Commercial treaties
- Mote, C. H. Learning to earn. 1915. 371.4L31
- Motion picture trade directory. Dy Coll
- Motion study. Gilbreth, F. B. 1911. 658G37
- Motor cycle trade—Directories  
Automobile trade directory; a classified trade directory of the automobile and commercial vehicle industries and of the makers of component parts, accessories, machinery, tools, shop equipment and supplies. Dy Coll
- Motor vehicle trade. See Automobile trade
- Mott, E. H. Between the ocean and the lakes; the story of Erie. 1908. 625M85R
- Moulton, H. G. Waterways versus railways. 1912. 386M86
- Moving picture theatres—Directories  
Moving picture houses and film exchanges. (In Hill, Gus, Nat. theatrical directory) Dy Coll
- Moving picture trade—Directories  
Motion picture trade directory; a classified trade directory of the motion picture and allied industries, containing the Amer. manufacturers of everything used in the construction, maintenance and operation of a motion picture theatre. Dy Coll
- Moxey, E. P. Accounting systems. 1911. (Alex. Hamilton inst. Mod. bus. v. 10) 657M871  
Same as Practical accounting methods. 657P88
- Principles of factory cost keeping. 1913. 657M87
- Mozambique—Directories. See Directories, Foreign
- Münsterberg, H. Psychology and industrial efficiency. 1913. 150M8815  
Vocation and learning. 1912. 371.44M88
- Mulhall, J. F. J. Quasi-public corporation accounting and management. 1905. 657M89
- Multiplying your income. Nash, W. T. 1914. 658.9N17
- Mundy, F. W. Earning power of railroads. Dy Coll
- Municipal accounting. See Accounting, Municipal
- Municipal and private operation of public utilities. National civic federation. Commission on public ownership and operation. 3v. 1907. 352N213
- Municipal bonds. See Bonds
- Municipal bonds held void. Dean, M. B. 1911. 332.5D34
- Municipal charters. See Charters
- Municipal corporations  
Coley, R. W. Handbook of the law of municipal corporations. 1914. 352C77R
- Municipal engineering—Periodicals  
Municipal journal. Weekly
- Municipal finance  
Cleveland, F. A. Chapters on municipal administration and accounting. 1909. 352C59  
Dean, M. B. Municipal bonds held void, incl. issues enjoined, registration or certification denied, issuance not compelled, validation refused and all proceedings determining illegality. 1911. 332.5D34

- Shaw, G. B. Common sense of municipal trading. 1911. 352Sh22  
 See also Accounting, Municipal; Bonds; Budget-making; Cities—Statistics
- Municipal finance—Periodicals  
 Commercial and financial chronicle, incl. state and city section. Weekly
- Municipal franchises  
 King, C. L. Regulation of municipal utilities. 1912. 352K58  
 Pond, O. L. Treatise on the law of public utilities operating in cities and towns. 1913. 352P771R  
 Wilcox, D. F. Municipal franchises. 2v. 1910-11. 352W6412  
 See also Public service corporations
- Municipal government—Bibliography  
 Munro, W. B. Bibliography of municipal government in the U. S. 1915. 352M924R
- Municipal government—City manager plan  
 Tolmin, H. A. City manager; a new profession. 1915. 351T64
- Municipal improvement. See also Commercial associations  
 Municipal improvement—Periodicals  
 Over seventy municipalities are represented by weekly or monthly periodicals. Some are the official publications of cities, others are published by Boards of trade, Chambers of commerce and other local development organizations  
 American city. Monthly  
 National municipal review. Quarterly  
 Town development; a magazine for the man who believes in himself and in his town. Monthly  
 Municipal internal audit. Collins, A. 1913. 352.1C69
- Municipal officers  
 Engineering news. City officials of the U. S., comprising all cities and towns having more than 5,000 inhabitants VF
- Municipal ownership and control  
 Guyot, Y. Where and why public ownership has failed. 1914. 351.8G99  
 King, C. L. Regulation of municipal utilities. 1912. 352K58  
 National civic federation. Com. on public ownership and operation. Municipal and private operation of public utilities; report to the Nat. civic federation com. on public ownership and operation. 3v. 1907. 352N213  
 Shaw, G. B. Common sense of municipal trading. 1911. 352Sh22  
 See also Government ownership and control; Public service corporations
- Municipalities. See Cities
- Munn and co. Trade marks; trade names. 1912. 608M92
- Munro, W. B. Bibliography of municipal government in the U. S. 1915. 352M9242R
- Murphy, P. Short practical rules for commercial calculations. 1912. 511M95
- Museums—Directories  
 Directors of museums. (In U. S. Bureau of education. Educational directory.) Dy Coll
- Musgrave, C. E. London chamber of commerce. 1914. 380M97
- Mutual benefit life insurance co., Newark, N. J.
- Dodd, A. Reports to the board of directors from 1877 to Jan. 1901. 1901. 368D661
- Mutual benefit societies. See Benefit societies
- My adventures with your money. Rice, G. G. 1913. 332R36
- Myers, G. History of Canadian wealth. 1914. 331M99
- History of the great Amer. fortunes. 3v. 1910. 338M99

## N

- Nash, W. T. Multiplying your income. 1914. 658.9N17
- Natal—Directories. See Directories, Foreign
- Nation as a business firm. Mallock, W. H. 1910. 331M2911
- National assoc. of corporation schools. Annual convention; papers. 371.4N213
- National assoc. of credit men. Bulletin. Monthly  
 Credit man's diary. 653N212  
 Pamphlets issued by the assoc. bound with: Abuses as to receivers in bankruptcy. 658N2122
- National assoc. of life underwriters. Life assoc. news. Monthly
- National assoc. of manufacturers of the U. S. of Amer.  
 Amer. industries; the manufacturer's magazine. Monthly  
 Export Amer. industries. Monthly
- Schwedtman, F. C. Accident prevention and relief. 1911. 331.82Sch9
- National automobile chamber of commerce. Handbook of automobiles. Dy Coll
- National banks  
 Davis, A. M. Origin of the nat. banking system. 1910-11. (Nat. monetary com.) 332.1D29  
 National city bank of N. Y. Nat. banks of the U. S. 1812-1910. 1910. 332.1N21

- National banks—Continued  
Sprague, O. M. W. History of crises under the national banking system. 1910.  
332Sp72

U. S. Laws, statutes, etc. National bank act as amended. 1915. 332.1Un34  
See also Banks and banking

National board of fire underwriters. Building code recommended. 3d ed. 1909. 692N21

National business congress. Complete proceedings of the first National business congress. 1912. 658N213

National canners assoc. Canners directory and lists of members of the Canning machinery and supplies assoc. and the National canned foods and dried fruit brokers assoc. By Coll

National cash register co. Crane, F. Business and kingdom come. 1912.  
174C84

There's money in your show window. 1913.  
VF

National city bank of N. Y. The Americas. Monthly

National banks of the U. S. 1812-1910. 332.1N21

National civic federation. Commission on public ownership and operation. Municipal and private operation of public utilities. 3v. 1907. 352N213

National conference of commissioners on uniform state laws. Amer. uniform commercial acts. 1910. 347.7N21R

National convention of insurance commissioners. Proceedings. 368N21

National debts. See Debts, Public

National fire protection association. Field practice. 1914. 352.3N2111

National foreign trade convention. Official report. 1914-15. 382N212

National iron and steel, coal and coke blue book. By Coll

National monetary commission. A complete file of publications relating to banking and finance are on file. They are entered under their respective subjects.

National resources. See Natural resources

National tax association. State and local taxation; national conference. Addresses and proceedings. 336.2N21

National theatrical directory. Hill, G. Dy Coll

Natural gas. See Gas companies

Natural resources Gregory, M. H. Checking the waste; a study in conservation. 1911. 338G86

Pinchot, G. Fight for conservation. 1910. 338P65

Van Hise, C. R. Conservation of natural resources in the U. S. 1910. 338V31  
See also Commercial geography; Commercial products

Nature and first principles of taxation. Jones, R. 1914. 336.2J72

Nature of capital and income. Fisher, I. 1912. 330F54

Nature, organization and management of corporations. Smith, J. B. R. 1912. 347Sm6

Naval architects—Directories Architects' directory and specification index; landscape and naval architects of the U. S. and Canada, etc. Dy Coll

Consulting marine engineers and naval architects. (In Directory of shipowners, shipbuilders and marine engineers) Dy Coll

Naval architects and marine engineers. (In Blue book of Amer. shipping) Dy Coll

Navigation Lloyd's calendar. 527L77R

U. S. Bureau of navigation. Navigation laws of the U. S. 1915. 347.7Un3R  
See also Commerce; Docks; Harbors; Inland navigation; Merchant marine; Shipbuilding trade; Shipping

Neal, E. V. Modern illustrative banking. 1904.  
332.1N25

Modern illustrative bookkeeping. 1901.  
657N25

Nearing, S. Anthracite, an instance of natural resource monopoly. 1915. 338N27  
Financing the wage earner's family. 1913.  
331.83N27

Income. 1915. 331.2N271

Reducing the cost of living. 1914.  
331.83N271

Wages in the U. S., 1908-1910. 1911.  
331.2N27

Negotiable instruments Babson, R. W. Commercial paper; a text books for merchants, bankers and investors. 1911. 332B11

Bigelow, M. M. Law of bills, notes, and cheques. 2d ed. 1900. 347.7B48R

McMaster, J. S. Irregular and regular commercial paper. 1902. 347M22

Tillyard, F. Banking and negotiable instruments; a manual of practical law. 1914.  
332T46

Tompkins, L. J. Law of commercial paper. 1913. 347.7T59R  
See also Bonds; Commercial law; Exchange; Interest; Investments; Mortgages; Securities; Stocks

- Nelson, S. A. *A B C of options and arbitrage.* 1904. (Wall street lib. v. 6) 332N3321  
*A B C of stock speculation.* 1902. (Wall street lib. v. 5) 332N3322  
*A B C of Wall street.* 1900. (Wall street lib. v. 1) 332N332  
*Bond buyers' dictionary.* 1907. 332N3323  
*Consolidated stock exchange of N. Y.* 1907. 332N3324
- Net worth and the balance sheet. Stockwell, H. G. 1912. 657St6
- Netherlands—Banks and banking. See Banks and banking—Netherlands
- Netherlands—Directories. See Directories, Foreign
- Neutral rights. See International law
- New Amer. government and its work. Young, J. T. 1915. 353Yo82
- New business. Tipper, H. 1914. 658T49
- New Caledonia—Directories. See Directories, Foreign
- New competition. Eddy, A. J. 1912. 334Ed2
- New Hebrides—Directories. See Directories, Foreign
- New industrial day. Redfield, W. C. 1913. 658.1R24
- New international yearbook. 030In8R
- N. J.—Atlases
- N. J.—Geological survey. New series topographic atlas of N. J. State survey maps bound. Scale 2000 feet to 1 inch. 912N4611R
- N. J.—Geological survey. Topographic atlas of N. J. State survey maps bound. Scale 1 mile to 1 inch. 912N464R
- U. S. Geological survey. N. J. topographic sheets; bound with Geographic dictionary of N. J. by Henry Gannett. Federal survey maps bound. Scale 1 mile to 1 inch. 912N461R
- See also Map collection; Real estate—Atlases
- N. J.—Bureau of industrial statistics
- Industrial directory of N. J. Dy Coll
- N. J.—Census bureau. Compendium of censuses, 1726-1915. 317N4621R
- N. J.—Corporation law. See Corporation law—N. J.
- N. J.—Corporations. See Corporations—N. J.
- N. J.—Courts
- Honeyman, A. V. N. J. law forms, incl. statutory references and brief notes; also the rules of the Court of errors and appeals, the Prerogative court, the Orphans' courts, the Board of public utility com-
- missioners, the Board of equalization of taxes, and the Essex county courts, and directions for bonding a school district. 1915. 347.9H751R
- N. J.—Department of state
- Corporations of N. J.; list of certificates filed. This is supplemented by a card index of clippings from the weekly periodical "N. J. commerce and finance." By Coll
- N. J.—Directories
- The latest editions of all N. J. directories are purchased
- N. J.—Gazetteers
- Descriptive notes relating to cities, towns and villages. (In N. J.—Bureau of industrial statistics. Industrial directory of N. J.) Dy Coll
- N. J.—Geological survey
- New series topographic atlas of N. J. State survey maps bound. Scale 2000 feet to 1 inch. 912N4611R
- Topographic atlas of N. J. State survey maps bound. Scale 1 mile to 1 inch. 912N464R
- N. J.—Harbor commission
- New Jersey's relation to the port of N. Y. 1914. 627N464R
- N. J.—Industries
- N. J.—Bureau of industrial statistics. Industrial directory of N. J.; cities, towns and villages having a population of 100 and over, with railroad, banking, express and postal facilities; also list of articles manufactured in N. J. with names of firms; cities and towns offering special industrial opportunities. Triennial. By Coll
- N. J. lawyers' diary and bar directory. Dy Coll
- N. J.—Laws, Statutes, etc.
- Compiled statutes of N. J. 5v. 1911. Also Session laws to date. The Besore annotations for each session are inserted in the compiled statutes. The bills as they are presented to the Legislature are received during each session. 345.1N4633R
- N. J.—Legislature—Senate
- Testimony taken before the select committee of the Senate of N. J. to inquire into the business of life insurance companies doing business in N. J. 4v. 1906-07. 368N462R
- N. J.—Morris canal investigation committee. Report. 1914. 626N461R
- N. J.—Periodicals
- Manufacturers assoc. of N. J. Bulletin. Monthly

## BUSINESS BOOKS

- N. J.—Periodicals—Continued  
N. J.; the medium of the N. J. state chamber of commerce. Monthly
- N. J.—Railroads. See Railroads—N. J.
- N. J.—Secretary of state  
Index of wills, inventories, etc. in the office of the Secretary of state prior to 1901.  
3v. 1912-13. 347.6N461R
- N. J. Ship canal commission  
N. J. ship canals and waterways. 1912. 656N46
- N. J. ship canals and waterways. N. J.—Ship canal commission. 1912. 656N46
- N. J. State chamber of commerce  
N. J.; the medium of the N. J. state chamber of commerce. Monthly
- N. J.—Statistics  
N. J.—Bureau of industrial statistics. Industrial directory of N. J.; cities, towns and villages having a population of 100 and over, with railroad, banking, express and postal facilities; also list of articles manufactured in N. J. with names of firms; cities and towns offering special industrial opportunities. Triennial.  
Dy Coll
- New Jersey's relation to the port of N. Y.  
N. J.—Harbor commission. 1914. 627N464R
- New South Wales—Bureau of Statistics.  
Official year book. Dy Coll
- New South Wales—Directories. See Directories, Foreign
- New tobacco trade directory. N. W. Mead. Dy Coll
- N. Y. charities directory. Dy Coll
- N. Y. City—Biography  
Who's who in N. Y. city and state; a biographical dictionary of contemporaries.  
Dy Coll
- N. Y. City—Corporations. See Corporations—N. Y. City
- N. Y. City—Department of finance  
Business of N. Y. city; where the city gets its money and how it spends it. 1911.  
352N483
- Ma, Y. C. Finances of the city of N. Y.  
1914. 336.7M11
- Manual of accounting and business procedure. 1909. 657N48
- N. Y. City—Directors  
Directory of directors in the city of N. Y.  
Dy Coll
- N. Y. City—Finance  
N. Y. City—Department of finance. Manual of accounting and business procedure.  
1909. 657N48
- N. Y. City—Harbor  
N. J. Harbor commission. New Jersey's relation to the port of N. Y. 1914.  
627N464R
- Smith, R. A. C. Commerce and other business of the waterways of the state of N. Y., their relation to the port of N. Y., and the ports of the world. 1914.  
382Sm6R
- N. Y. State—Banks and banking. See Banks and banking—New York State
- N. Y. State—Biography  
Who's who in N. Y. city and state; a biographical dictionary of contemporaries.  
Dy Coll
- N. Y. State—Corporation law. See Corporation law—N. Y. State
- N. Y. State—Dept. of labor. Annual industrial directory of N. Y. state. Dy Coll
- N. Y. State—Gazetteers  
Description of cities and villages of 1000 or more. (In N. Y. state Dept. of labor. Annual industrial directory. 1912.)  
Dy Coll
- N. Y. State—Industries  
N. Y. State Dept. of labor. Annual industrial directory of N. Y. state. Dy Coll
- N. Y. State—Legislature  
Joint committee on investigation of life insurance. Official testimony. 1905-06. 368N481I
- N. Y. State—Public service commission—1st district  
Uniform system of accounts prescribed for street railroad corporations. 1908.  
657N482
- N. Y. life insurance co.  
Hudnut, J. M. Semi-centennial history of the N. Y. life insurance co. 1845-1895.  
1895. 368H86
- N. Y. state library. Indexing; principles, rules and examples. 1905. 029N48
- N. Y. stock exchange. See Stock exchange—N. Y. City
- N. Y. stock exchange in the crisis of 1914.  
Noble, H. G. S. 1915. VF
- N. Y. Times index; a master key to all newspapers. Quarterly
- New Zealand—Directories. See Directories, Foreign
- Newark, N. J. Board of trade—Industrial exposition committee. Directory, Newark and made goods. 1913. Dy Coll
- Newark, N. J., Directories  
Copies of the latest edition are lent for ten cents a day. The file of directories at the

Business Branch is from 1900 to date. At the Main Library the set is complete, 1835 to date.

Newark, N. J.—Industries

Newark, N. J.—Board of trade—Industrial exposition committee. Directory, Newark made goods. 1913. Dy Coll

Newark, N. J.—Ordinances

Revised ordinances of the city of Newark. (Revision of 1913). 1913. Also revision of 1914. 06N4235R

Newark made goods

Newark, N. J.—Board of trade—Industrial exposition committee. 1913. Dy Coll

Newcomb, A. Job, the man, the boss. 1914. 331.8B56

Newcomb, H. T. Federal courts and the orders of the Interstate commerce com. 1905. 385N431

Newfoundland—Directories. See Directories, Foreign

Newfoundland—Gazetteers

Lovell's gazetteer of the Dominion of Canada together with Newfoundland. 1908. 917.1L94R

News, ads and sales. Opdycke, J. B. 1914. 658.83Op1

Newspaper advertising. See Advertising—Newspaper

Newspaper editing. Hyde, G. M. 1915. 070H991

Newspaper press directory, and advertisers' guide. Dy Coll

Newspaper rate book. Chesman, N. & Co. Dy Coll

Newspaper reporting and correspondence. Hyde, G. M. 1912. 070H99

Newspaper writing and editing. Bleyer, W. G. 1913. 070B61

Newspapers

Bleyer, W. G. Newspaper writing and editing. 1913. 070B61

Opdycke, J. B. News, ads and sales; the use of English for commercial purposes. 1914. 658.83Op1

Symon, J. D. Press and its story; an account of the birth and development of journalism up to the present day. 1914. 070Sy6

Thorpe, M. Coming newspaper. 1915. 070T39

See also Journalism; Periodicals

Newspapers—Directories

Amer. newspaper annual and directory; a list of newspapers published in the U. S., territories and Dominion of Canada, Cuba

and the West Indian Islands; their circulation, issue, date of establishment, political or other distinctive features. Ayer  
Dy Coll

Chesman, N. & co. Newspaper rate book; incl. a catalogue of newspapers and periodicals in the U. S., Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands, having 5,000 circulation and over, with advertising rates, circulation, etc.

Dy Coll

Newspaper press directory and advertisers' guide; containing particulars of every newspaper, magazine, review, and periodical published in the United Kingdom and the British Isles; the continental, American, Indian and colonial papers and a directory of class papers and periodicals.

Dy Coll

U. S. Bureau of foreign and domestic commerce. Foreign publications for advertising Amer. goods; advertising rates, circulation, subscription price, etc. VF

Neystrom, P. H. Retail selling and store management. 1914. 658.9N49

Nicaragua—Directories. See Directories, Foreign

Nicholas, F. C. Mining investments and how to judge them. 1907. 332N51

Nichols, J. M. H. Business man's rapid calculation. 1913. 511.8N51

Nichols, W. G. Cost finding. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8) 650Am3

Nicholson, J. L. Cost accounting, theory and practice. 1913. (Ronald accounting ser.) 657N521

Nicholson on factory organization and costs. 1911. 657N52

Nigeria—Directories. See Directories, Foreign

Nixon, L. Canal tolls and Amer. shipping. 1914. 386N65

Noble, H. G. S. N. Y. stock exchange in the crisis of 1914. 1915. VF

Norfolk Island—Directories. See Directories, Foreign

North America—Directories. See Directories, Foreign

Norton, G. P. Balancing for expert bookkeepers. 1894. 657N82

Norway—Directories. See Directories, Foreign

Notaries public

John, E. M. Amer. notary and commissioner of deeds manual. 1904. 347.9J61R

## Notaries public—Continued

- Rockwell, W. S. N. J. notaries and commissioners manual; statutory and judicial law relating to these officers, their powers, duties, privileges and liabilities, the protest of commercial paper, the administration of oaths and affirmations, affidavits and acknowledgments to instruments; with forms. 2d ed. 1911. 347R59R
- Schwartz, E. B. Practical guide for notaries public and commissioners of deeds of N. Y.; setting forth the powers and duties of these officers, terms, appointment, fees. 1915. 347.9Sch9
- Notes on life insurance. Fackler, E. B. 1907. 368F11
- Novelties—Periodicals
- National 5, 10 and 25c magazine; an independent Amer. trade journal devoted to the business interests of those who deal in low-priced merchandise. Monthly
- Novelty news; new ways to build up business; unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, postcards. Monthly
- Nowak, C. J. Hardware show card writing. 1913. 745.1H94
- Noyes, A. D. Forty years of Amer. finance. 1909. 336.7N87
- Noyes, W. C. Amer. railroad rates. 1905. 385N87
- Nurserymen—Directories
- Amer. florist company's directory of florists, nurserymen and seedsmen of the U. S. and Canada. Dy Coll
- Amer. fruits year book and directory of nurserymen of the U. S., Canada and Europe. Dy Coll
- Nyasaland—Directories. See Directories, Foreign
- O
- O. K. guide of embroidery and laces. Dy Coll
- Obsolete Amer. securities. Smythe, R. M. 2v. 1904 & '11. Dy Coll
- Occupation, Choice of. See Vocation, Choice of
- Occupations
- Occupation statistics. (In U. S. Bureau of the census. Final report of the 13th census. v. 4. 1910-15) 317Un3213R
- Ocean and inland water transportation. Johnson, E. P. 1911. 387J62
- Ocean carrier. Smith, J. R. 1908. 387Sm51
- Ocean trade and shipping. Owen, D. 1914. 387Ow2
- Ocean traffic and trade. Hough, B. O. 1914. 387H81
- Oceania—Directories. See Directories, Foreign
- Office management. See Business; Efficiency, Industrial; Files and filing (Documents)
- Office organization and management. Dicksee, L. R. 1911. 658D561
- Office salesmanship. Cody, S. 1911. 658.9C64
- Office supplies
- Russell, G. C. Billing and order recording. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5) 650Am3
- U. S. bank note company. How to organize and equip a modern bank. 1913. 332.1Un33
- Office supplies—Periodicals
- Office appliances; the magazine of office equipment. Monthly
- Office training for stenographers. SoRelle, R. P. 1911. 658So6
- Official Amer. textile directory. Dy Coll
- Official congressional directory. U. S. Congress. Dy Coll
- Official guide of the railways and steam navigation lines of the U. S. Monthly. Dy Coll
- Official hotel red book and directory of the U. S., Canada, etc. Dy Coll
- Oil, paint and drug reporter. Green book for buyers. VF
- Olin, C. H. Journalism. 1906. 070Ol3
- On the art of cutting metals. Taylor, F. W. 1906. 621.9T21
- One hundred advertising talks. Freeman, W. C. 1912. 659F87
- One hundred easy window trims. Byxbee pub. co. 1913. 659B99
- 100 of the world's best business books. Ronald press co. 1913. 016.6R66
- 101 points against free trade. Barker, J. E. 1909. 337B24
- 125 brain power business manual. Holman, W. C. 3v. 1912. 658.9H73
- One hundred years of Amer. commerce. Depew, C. M. 1895. 609D44R
- Opdycke, J. B. News, ads and sales. 1914. 658.83Op1
- Opera houses. See Theatres
- Operation and costs. 1915. (Factory management ser.) 658.1Op2

- Operation of the new bank act. Conway, T. 1914. 332.1C76
- Optical instrument trade—Directories
- Fogerty's directory of the jewelry and kindred trades in the U. S. Dy Coll
- Wholesale jobbing houses and manufacturers of optical goods. (In Blue book of optometrists and opticians.) Dy Coll
- Opticians—Directories
- Blue book of optometrists and opticians in the U. S. and Canada; colleges, officers of societies, examining boards, text of the laws, wholesale jobbing houses, manufacturers, optical books, etc. Dy Coll
- Orange Free State—Directories. See Directories, Foreign
- Organ trade—Directories
- Freund, J. C. Piano and organ purchaser's guide; containing information with regard to pianos, player-pianos, pipe and reed organs, self-playing organs and their various makers. Dy Coll
- Organization and management of business corporations. Clephane, W. C. 1913. 347C5921
- Organization, correspondence, transportation. 1911. (Alex. Hamilton inst. Mod. bus. v. 2) 658Or3
- Organizing a factory. Woods, C. E. 1905. 658W85
- Origin of the national banking system. Davis, A. M. 1910-11. 332.1D29
- Osborne, A. A. Speculation on the N. Y. stock exchange, September 1904-March 1907. 1913. 332.6Ost1
- Osteopaths—Directories
- Amer. osteopathic assoc. Directory of members and a directory of regularly graduated osteopathic physicians not members of the Amer. osteopathic assoc.; directory of state organizations, outline of state laws, etc.
- Other people's money. Brandeis, L. D. 1914. 332.1B73
- Otis, S. L. Manual of liability and compensation insurance. 1914. 368Ot4
- Our foreign service. Van Dyne, F. 1909. 327V282
- Our inland seas. Mills, J. C. 1910. 387M62
- Outlines of railway economics. Knoop, D. 1913. 385K75
- Owen, D. Ocean trade and shipping. 1914. 387Ow2
- Ownership tenure and taxation of land. Whitaker, Sir T. P. 1914. 333W61

## P

- "P., Q." How to buy life insurance. 1906. 368P11
- Packers, the private car lines and the people. Armour, J. O. 1906. 380Ar5
- Packing companies. See Shipment of goods—Directories
- Packing for shipment. See Shipment of goods
- Packing house trade—Directories
- Meat packers. (In Thomas' wholesale grocery and kindred trades register.) Dy Coll
- Page, A. War and alien enemies. 1914. 341P14
- Page, E. D. Trade morals. 1914. 170P14  
Morals in modern business. 1909. 174P14
- Page, E. T. Advertising. 1903. 659P14
- Page, W. K. Preparation and care of mailing lists. 1914. 658.8P14
- Paish, G. Trade balance of the U. S. (In Hirst, F. W. Credit of nations.) 336.4H61
- Palgrave, Sir R. H. I. English banking system. (Nat. monetary com.) 332.1W77
- Palmer, G. H. Trades and professions. 1915. 371.1P18
- Pan American financial conference. Proceedings. VF
- Pan American union
- Barrett, J. Pan Amer. union; peace, friendship, commerce. 1911. 380B27
- Bulletin. Monthly
- Commercial nomenclature. 2v. 1894. 380In82R
- Panama—Directories. See Directories, Foreign
- Panama Canal
- Barrett, J. Panama canal. 1913. 918.6B27
- Bishop, J. D. Panama gateway. 1914. 626B54
- Hutchinson, L. Panama canal and international trade competition. 1915. 386H97
- Johnson, E. R. Measurement of vessels for the Panama canal. 1913. 386J62R
- Johnson, E. R. Panama canal traffic and tolls. 1912. 386J621
- Johnson, W. F. Four centuries of the Panama canal. 1906. 626J62
- Mills, J. S. Panama canal; a history and description of the enterprise. 1913. 626M62
- Nixon, L. Canal tolls and Amer. shipping. 1914. 386N65
- Panama canal—Periodicals
- Canal record. Weekly

Panama canal and international trade competition. Hutchinson, L. 1915. 386H97  
 Panama canal traffic and tolls. Johnson, E. R. 1912. 386J621

## Panics

Bilgram, H. Cause of business depressions. 1914. 330B49

Burton, T. E. Financial crises and periods of industrial and commercial depression. 1912. 332B95

Conant, C. A. History of modern banks of issue; with new chapters on the Federal reserve act and the banks in the European war. 5th ed. 1915. 332C7414

Crowell, F. How to forecast business and investment conditions. 1911. 332.C88

Currency problem and the present financial situation; a series of addresses delivered at Columbia university 1907-1908. 332C93

Hawtrey, R. G. Good and bad trade; an inquiry into the causes of trade fluctuations. 1913. 332H31

Hirst, F. W. Six panics and other essays. 1913. 824H61

Hull, G. H. Industrial depressions; their causes analyzed and classified with a practical remedy for such as result from industrial derangements; or, Iron the barometer of trade. 1911. 338H87

Mitchell, W. C. Business cycles. 1913. 332M691R

Sprague, O. M. W. History of crises under the national banking system. 1910. (Nat. monetary com.) 332Sp72

See also Speculation

Paper makers' directory of all nations. 1913. 650P21

## Paper money

Blake, G. H. U. S. paper money; a reference list of paper money, incl. fractional currency issued since 1861; also a list of U. S. coins issued by the U. S. mints since their organization. 1908. 332.1B58

Conant, C. A. History of modern banks of issue; with new chapters on the Federal reserve act and the banks in the European war. 5th ed. 1915. 332C7414

## Paper trade—Directories

Lockwood's directory of the paper, stationery and allied trades. Includes paper, pulp and fibre mills, paper dealers, paper stock and rag dealers, bag and box manufacturers, specialties, stationers, trade associations, twine manufacturers, watermarks and brands. 1906. 385P25

Paper makers' directory of all nations; containing the principal paper, pulp and board mills of the world. Dy Coll

Printers' green book; containing a classified list of water-marked bonds, linens, writings and ledgers, as well as a list of all high-class covers and book papers, with list prices and giving the names of paper jobbers who carry same in stock. Dy Coll

## Paraguay.

Argentine year book, to which is added chapters on the republics of Uruguay and Paraguay. Dy Coll

Paraguay—Directories. See Directories, Foreign

## Parcel post

Getzler's transportation rates; freight rates, express and parcel post rates from N. Y., Chicago, Philadelphia, St. Louis, Boston, Cleveland, Baltimore, Detroit; also through freight rates between the cities of the central, middle and New England states. 1915. Dy Coll

Williams' parcel post guide, giving parcel post rates from N. Y., Jersey City, Paterson, Newark, Elizabeth and all other post offices in unit of area No. 767 to every post office in the U. S. 1914. 383W672R

See also Postal service

Paris, B. J. Hardware advertising for the retailer. 1913. 650P21

Parker, J. S. Corporation manual. 18th ed. 1914. 347.1P2212R

Law of N. J. corporations. 1911. 347.1P2211R

Parker, W. W. Salary and wage tables. 1913. 331.2P22R

Parkhurst, F. A. Applied methods of scientific management. 1912. 658.1P22

Parks. See also Botanical gardens; Landscape architects; Municipal improvement

## Parks—Directories

Park superintendents. (In Amer. florist company's directory of florists, nurserymen and seedsmen.) Dy Coll

## Parliamentary practice

Cushing, L. S. Manual of parliamentary practice for deliberative assemblies and rules of procedure in business corporation meetings. 1914. 328.1C9512R

Parsons, C. C. Business administration. 1909. 658P25

Parsons, F. Choosing a vocation. 1909. 371.44P25

Heart of the railroad problem. 1906. 385P25

- Parsons, F. A. Principles of advertising arrangement. 2nd ed. 1913. 659P25
- Parsons, T. Laws of business for all the states and territories of the Union and the Dominion of Canada. 1914. 347P25
- Partnership  
Conyngton, T. Manual of partnership relations. 1905. 347.1C76  
See also Accounting, Partnership; Corporation law
- Partnership-corporation insurance. Hoyt, W. D. 1914. 368H85
- Passing of the idle rich. Martin, F. T. 1911. 331M362
- Passing of the tariff. Bridgman, R. L. 1909. 337B76
- Patent medicines. See Medicines, Patent, proprietary, etc.
- Patents  
Cresee, F. A. Practical pointers for patentees; information and advice on the sale of patents; an elucidation of the best methods employed by the most successful inventors in handling their inventions. 1901. 608C86
- Edelman, P. E. Inventions and patents. 1915. 608Ed2
- Elfret, W. H. Patents, copyrights and trade-marks. 1913. 608El2
- Hutchinson, W. B. Patents and how to make money out of them. 1899. 608H97
- Inventor's manual; how to work a patent to make it pay; a guide to inventors, in perfecting their inventions, taking out their patents, and disposing of them. 1901. 608In8
- Johnson, J. Patentee's manual. 1890. 608J63
- Prindle, E. J. Patents as a factor in manufacturing. 1908. (Works management lib.) 608P93
- Schemmel, A. How to make money out of inventions, an adviser for patentees. 1890. 608Sch2
- Singer, B. Patent and trade mark laws of the world. 1911. 347.74Si6R  
See also Inventions and inventors; Trade marks
- Patents—Periodicals  
Official gazette of the U. S. patent office; containing patents, trademarks, designs and labels. Weekly
- Patents and how to make money out of them. Hutchinson, W. B. 1899. 608H97
- Patents as a factor in manufacturing. Prindle, E. J. 1908. 608P93
- Patron, M. Bank of France in its relation to national and international credit. 1910. (Nat. monetary com.) 332.1P27
- Patten, C. B. Methods and machinery of practical banking. 1891. 332P272
- Pattern shops—Directories  
Pattern shops operated in connection with foundries. (In Penton's foundry list.)  
By Coll
- Patterson, E. M. Operation of the new bank act. 1914. 332.1C76
- Patterson's Amer. educational directory.  
By Coll
- Paul, N. B. Heart of Blackstone; or, Principles of the common law. 1915. 346P28
- Pawnbroking  
Levine, S. W. Business of pawnbroking; a guide and a defence. 1913. 332L57
- Pay-day. Henderson, C. H. 1911. 330H38
- Payne, F. M. Real estate educator. 1911. 347P29
- Peddle, J. B. Construction of graphical charts. 1910. 620P34
- Pegler, E. C. Elementary book-keeping. 1914. 657Sp41  
Practical auditing. 1911. 657Sp4
- Penal institutions. See Prisons
- Penniman, H. G. Manual of fidelity insurance and corporate suretyship. 1911. 368P38
- Penton's foundry list.  
By Coll
- People's insurance. Lloyd, G. D. 1911. 331.82L77
- Perine, E. T. B. Amer. trust companies. 1909. 332P41
- Periodical advertising. See Advertising, Periodical
- Periodicals  
The following list is a selection of the business periodicals and others of special interest. Over 400 periodicals are received regularly at the Business Branch. The collection includes business and a few technical journals, municipal journals, house organs, labor union journals and the popular monthlies and weeklies. The principal collection of technical journals is in the Technical Dept. at the Main Library
- Advertising and selling. Monthly
- Amer. building association news. Monthly
- Amer. city. Monthly
- Amer. contractor; advance information for architects, engineers, contractors, manufacturers, supplymen, etc. Weekly
- Amer. exporter; a monthly journal of foreign trade

## Periodicals—Continued

- Amer. industries; the manufacturer's magazine. Nat. assoc. of manufacturers of the U. S. of Amer. Monthly
- The Americas. Nat. city bank of N. Y. Monthly
- The annalist; a magazine of finance, commerce and economics. Weekly
- Associated advertising. Assoc. adv. clubs of the world. Monthly
- Bankers magazine. Monthly
- Board of trade labour gazette. Great Britain —Board of trade. Monthly
- Bulletin. Insurance library assoc. of Boston. Quarterly
- Bulletin of the Atlantic deeper waterways assoc. Monthly
- Bulletin of the Nat. assoc. of credit men. Monthly
- Bulletin of the Pan American union. Monthly
- Bulletin of the revenues and expenses of steam roads in the U. S.. U. S. Interstate commerce com. Monthly
- Business philosopher. Monthly
- Canada census and statistics. Monthly
- Canal record. Weekly
- Catalogue of copyright entries. Library of congress. Pt. 1, Group 1. Books, tri-weekly. Pt. 2, Group 2. Directories, maps, etc. Monthly
- Chicago banker; a weekly paper devoted to the banking and financial interest of the middle west.
- Commerce reports. U. S. Bureau of foreign and domestic commerce. Daily
- Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning Amer. manufactures. Phila. commercial museum. Monthly
- Commercial and financial chronicle; incl. bank and quotation section, railway earnings section, railway and industrial section, bankers' convention section, electric railway section, state and city section. Weekly
- Commercial West; representing banking, western investments, milling and grain, the Northwest, the Central Pacific West, the Southwest. Weekly
- Congressional record. Daily
- Dry goods economist. Weekly
- Dun's review; international ed.; a journal of internat. trade. Monthly
- Economic world; formerly Market world and chronicle. Weekly
- Editor and publisher and journalist. Weekly
- Engineering magazine; specially devoted to the interests of proprietors, engineers and managers. Monthly
- Engineering news. Weekly
- Export Amer. industries. Nat. assoc. of manufacturers of the U. S. of Amer. Monthly
- Exporters' review; issued in connection with the Exporters' encyclopedia. Monthly
- Exports of domestic breadstuffs, cottonseed oil, food, animals, meat and dairy products, cotton and mineral oils from principal customs districts of the U. S. U. S. Bureau of foreign and domestic commerce. Monthly
- Factory, the magazine of management. Monthly
- Federal trade reporter. Semi-monthly
- Financial age; devoted to the interests of the members of the Amer. bankers assoc. and state associations. Weekly
- Financial America. Daily
- Financial world. Weekly
- Foreign tariff notes. U. S. Bureau of foreign and domestic commerce. Quarterly
- Fourth estate; a newspaper for the makers of newspapers and investors in advertising. Weekly
- Hacienda (La); revista mensual ilustrada sobre agricultura, ganaderia é industrias rurales. Monthly
- Industrial Canada. Canadian manufacturers assoc. Monthly
- Information; a digest of current events. Monthly
- Insurance critic with which is combined Assurance. Semi-monthly
- Insurance monitor. Monthly
- Insurance register. Monthly
- Insurance world. Weekly
- Internal revenue review; devoted to the interests of the taxpayer under the internal revenue laws and regulations and of officers and employees of the internal revenue service. Monthly
- Investment bankers assoc. of Amer. bulletin. Monthly
- Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroads, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
- Journal of accountancy. Amer. assoc. of public accountants. Monthly
- Journal of commerce and commercial bulletin. Daily
- Journal of the Amer. bankers assoc. Monthly

- Journal of the Efficiency society. Monthly  
Judicious advertising. Monthly
- Life assoc. news. Nat. assoc. of life underwriters. Monthly
- Magazine of Wall street; an investment and financial digest. Bi-weekly
- Mail order news. Monthly
- Manufacturers' assoc. bulletin. Manufacturers' assoc. of N. J. Monthly
- Manufacturers record; a weekly newspaper devoted to the industrial, financial, railroad, mining, contracting, engineering, building and general business interests of the South and Southwest.
- Monthly digest of corporation news. Moody manual co.
- Monthly list of publications of the Dept. of commerce
- Monthly review of the U. S. bureau of labor statistics
- Monthly summary of the foreign commerce of the U. S. U. S. Bureau of foreign and domestic commerce
- Moody's magazine; the investor's monthly
- Municipal journal. Weekly
- National 5, 10 and 25c. magazine; an independent Amer. trade journal devoted to the business interests of those who deal in low priced merchandise. Monthly
- National municipal review. Quarterly
- Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of Amer. Monthly
- N. J. commerce and finance record and guide. Weekly
- N. J.; the medium of the N. J. state chamber of commerce. Monthly
- Newarker, published by the Free Public Library of Newark, N. J. Monthly
- Novelty news; new ways to build up business, unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, post cards. Monthly
- Office appliances; the magazine of office equipment. Monthly
- Official gazette of the U. S. patent office; containing patents, trade marks, designs and labels. Weekly
- Printers' ink; a journal for advertisers. Weekly
- Public affairs information service; a co-operative clearing house of public affairs information. Weekly
- Public service; electricity, gas, water, telephone, transportation. Monthly
- Quarterly publications of the Amer. statistical assoc.
- Quarterly statement of imported merchandise entered for consumption in the U. S. and duties collected thereon. U. S. Bureau of foreign and domestic commerce.
- Real estate magazine. Monthly
- Real estate record and builder's guide; devoted to real estate, building management and construction in Greater N. Y. and vicinity. Weekly
- Revenues and expenses of steam roads in the U. S. Bureau of railway economics. Weekly
- Safety engineering. Monthly
- Salesmanship. Monthly
- Sample case; a magazine for commercial travelers. Monthly
- Single tax review; a bi-monthly record of the progress of single tax and tax reform throughout the world.
- South American journal. Weekly
- Spectator; an Amer. weekly review of insurance.
- Statist; a journal of practical finance and trade. London. Weekly
- System; the magazine of business. Monthly
- Total value of imports and exports of the U. S. U. S. Bureau of foreign and domestic commerce. Monthly
- Town development; a magazine for the man who believes in himself and in his town. Monthly
- Trade and transportation; a monthly journal of Amer. trade in its relation to transportation
- Trust companies. Monthly
- U. S. government advertiser. Weekly
- Wall street journal. Daily
- Weekly underwriter
- See also Newspapers
- Periodicals—Bibliography
- Industrial arts index; a cumulative index to engineering and trade periodicals. 5 times a year
- Periodicals—Directories
- Chesman, Nelson & co. Newspaper rate book; incl. a catalogue of newspapers and periodicals in the U. S., Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands having 5,000 circulation and over, with advertising rates, circulation, etc. Dy Coll
- Dental journals, with names of editors, frequency of publication and subscription rates. (In Polk's dental register and directory of the U. S. and Canada) Dy Coll

## Periodicals—Directories—Continued

- List of periodicals published in the U. S., territories and Dominion of Canada, Cuba and the West Indian Islands. (In Amer. newspaper annual and directory.) Dy Coll
- Medical journals with names of editors, frequency of publication and subscription rates. (In Polk's medical register and directory of North America.) Dy Coll
- Newspaper press directory and advertisers' guide; containing particulars of every newspaper, magazine, review and periodical published in the United Kingdom and the British Isles; the continental, Amer., Indian and colonial papers and a directory of the class papers and periodicals.
- Dy Coll
- Severance, H. O. Guide to the current periodicals and serials of the U. S. and Canada. 3d ed. 1914. Dy Coll
- U. S. Bureau of foreign and domestic commerce. Foreign publications for advertising Amer. goods; advertising rates, circulation, subscription price, etc. VF
- Perrigo, C. O. E. Machine-shop management. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2) 650Am3
- Modern machine shop construction, equipment and management. 1906. 621.9P42
- Perry, F. M. Punctuation primer. 1908. 421P42
- Persia—Directories. See Directories, Foreign
- Peru—Directories. See Directories, Foreign
- Petherbridge, M. Technique of indexing. 1904. 029P44
- Philadelphia commercial museum  
Commercial Amer.; for the purpose of carrying to buyers throughout the world reliable information concerning Amer. manufacturers. Monthly
- Philippine Islands—Directories. See Directories, Foreign
- Philippovich von Philippssberg, E. History of the Bank of England. 2d ed. 1911. (Nat. monetary com.) 332.1P53
- Philips' mercantile marine atlas. 4th ed. 1913. 912P5312R
- Phillips, W. B. How department stores are carried on. 1905. 658P54
- Phillipson, C. Effect of war on contracts. 1909. 341.3P54
- Philosophy of accounts. Sprague, C. E. 1910. 657Sp7
- Phosphate trade—Directories  
Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades. Dy Coll
- Phosphate mines incl. fertilizer manufacturers. (In Southern industries.) Dy Coll
- Photo-miniature. Photography in advertising. 1904. 770P5616
- Photography in advertising. Photo-miniature. 1904. 770P5616
- Phraseological dictionary of commercial correspondence in the English and French languages. Scholl, C. 1911. 658Sch6R
- Phraseological dictionary of commercial correspondence in the English and Spanish languages. Scholl, C. 1911. 658Sch61R
- Physical and commercial geography. Gregory, H. E. 1910. 380G86
- Physicians and surgeons—Directories  
Polk's medical register and directory of North Amer.; comprising list of physicians and surgeons, the school practiced, date and college of graduation; the laws of registration and other laws relating to the profession; particulars concerning all nat. and inter-state medical and surgical assoc. etc.
- Dy Coll
- Piano trade—Directories  
Freund, J. C. Piano and organ purchaser's guide; containing information with regard to pianos, player-pianos, pipe and reed organs, self-playing organs and their various makers.
- VF
- Piano trade directory of the U. S.; piano dealers, piano tuners, piano manufacturers, pianos containing player mechanism, manufacturers' traveling representatives, piano factory superintendents, manufacturers of piano player actions and piano supplies.
- Dy Coll
- Piano trade directory of the U. S. Dy Coll
- Pierce, C. H. Scientific salesmanship. 1906. 658P61
- Pierce, F. Tariff and the trusts. 1907. 337P61
- Pinchot, G. Fight for conservation. 1910. 338P65
- Pitfalls of speculation. Gibson, T. 1906. 332G352
- Pitman, Sir. I. & sons, pubs. Advanced book-keeping. 657P682
- Business terms, phrases and abbreviations. 4th ed. 658.03P68R
- Commercial correspondence and commercial English. 658.8P68
- Commercial correspondence in French. 658.8P681
- Commercial correspondence in German. 658.8P6811
- Commercial geography of the world. 380P682
- Complete bookkeeping. 657P6821

- Dictionary of commercial correspondence in English, French, German, Spanish and Italian. 658P68R
- Pitman's commercial encyclopedia. Slater, J. A. 4v. 1912. 380Sl1R
- Pixley, F. W. Accountancy. 1908. 657P68
- Auditors; their duties and responsibilities. 2v. 1906. 657P681
- Planing mills—Directories
- Lumbermen's credit assoc. Reference book. Dy Coll
- Planing mills of the South. (In Southern industries) Dy Coll
- See also Sawmills
- Plate, H. R. Mining costs of the world. 1915. 622Sk3
- Player-pianos. See Piano trade
- Plumbing trade—Directories
- Jobbers, dealers and manufacturers of plumbing and heating supplies, tools and machinery; also manufacturers' agents. (In Engineering directory) Dy Coll
- Pocket list of railroad officials. Quarterly. Dy Coll
- Police alarms
- Municipal police-patrol signaling systems. (In U. S. Bureau of the census. Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems, 1912. 1915)
- Policy of the U. S. towards industrial monopoly. Knauth, O. W. 1914. 338.8K72
- Political economy. See Economics
- Polk, R. L. and Co.'s. Trow, N. Y., copartnership and corporation directory; boroughs of Manhattan and Bronx. Dy Coll
- Polk-Husted directory co.'s directory of Honolulu and the territory of Hawaii. Dy Coll
- Polk's dental register and directory of the U. S. & Canada. Dy Coll
- Polk's medical register and directory of North Amer. Dy Coll
- Polk's real estate register and directory of the U. S. and Canada. Dy Coll
- Pond, O. L. Treatise on the law of public utilities operating in cities and towns. 1913. 352P771R
- Poole, G. W. Letters that make good. 3d ed. 1915. 658P78
- Poor's manual of industrials; manufacturing, mining and miscellaneous companies. Dy Coll
- Popular law making. Stimson, F. J. 1911. 340St51
- Population
- Population; general report and analysis; reports by states with statistics for coun-
- ties, cities and other civic divisions. (In U. S. Bureau of the census. Final report of the 13th census, 1910-15. v. 1-3.) 317Un3213R
- See also N. J. Census; N. Y. Census; Statistics; U. S. Census
- Port charges. See Harbors—Directories
- Port of Hamburg. Clapp, E. J. 1911. 380C53
- Portenar, A. J. Organized labor. 1912. 331.87P83
- Porter, J. B. International law. 2d ed. 1914. 341P83
- Portland cement. See Cement industry
- Portland cement industry from a financial standpoint. Eckel, E. G. 1909. 691Ec51
- Porto Rico—Directories. See Directories, Foreign
- Porto Rico. Secretary's office. Register. Dy Coll
- Ports. See Harbors
- Portugal—Directories. See Directories, Foreign
- Portuguese language—Dictionaries
- Michaelis, H. New dictionary of the Portuguese and English languages. 4th ed. 2v. 1912. 469M58R
- Pan American union. Commercial nomenclature. 2v. 1894. Spanish, Portuguese and English in parallel columns. 380In82R
- Post, L. F. Outlines of lectures on the taxation of land values. 1912. 336.2P84
- Post office London directory. Dy Coll
- Postal savings-banks
- Hamilton, J. H. Saving and savings institutions. 1902. 332H18
- National monetary com. Notes on the postal savings-bank systems of the leading countries. 1910. 332.2Un3
- Postal service
- Canada official postal guide. 383C16R
- Foreign postage, money order and parcel post information and rates. (In Exporters' encyclopedia) Dy Coll
- Journal of commerce and commercial bulletin. Daily
- Rates of domestic postage; postage to foreign countries with rates and departure of mails. (In Bullinger's monitor guide. Weekly.)
- U. S. post-office dept. Street directory of the principal cities of the U. S., embracing letter-carrier offices established to April 30, 1908. 5th ed. 1908. Dy Coll
- See also Parcel post; Postal savings banks

- Postal telegraph-cable co. List of offices, revised tariff, instructions and rules. By Coll Posters
- Hawkins, G. H. E. Poster advertising; being a talk on the subject of posting as an advertising medium, with hints and suggestions to poster advertisers, and with 32 pages of full color reproduction of posters used by national advertisers. 1910. By Coll
- Price, C. M. Posters; a critical study of the development of poster designs in continental Europe, England and Amer. 1913. 741.4P931
- Pottery trade—Directories Keller's annual of the pottery and glassware trades; comprising lists of the potteries in the U. S. with capacity, average number of hands employed, kind of wares made; tables for French china buyers; white granite, C. C. and yellow ware lists. By Coll
- Powell, E. T. Mechanism of the city. 1910. 332P87
- Powell, F. W. Railroad finance. 1912. 385C591 Railroad promotion and capitalization in the U. S. 1909. 385P59
- Power of advertising. Richardson, A. O. 1913. 659R39
- Power plants. See Electric power plants
- Power to regulate corporations and commerce. Hendrick, F. 1906. 347H38
- Practical accounting methods. 1913. 657P88 Same as Moxey, E. P. Accounting systems. 657M871
- Practical auditing. Renn, G. B. 1907. 657R29
- Practical auditing. Spicer, E. E. 1911. 657Sp4
- Practical banking. Harris, R. S. 1915. 332.1H24
- Practical bookkeeping. Ellis, C. B. 1908. 657El5
- Practical business arithmetic. Moore, J. H. 1906. 511M781
- Practical calculations for engineers. Larard, C. E. 1914. 620L47
- Practical exporting. Hough, B. O. 1915. 658.5H81
- Practical guide for notaries public and commissioners of deeds of N. Y. Schwartz, E. B. 1915. 347.9Sch9
- Practical investing. Escher, W. 1914. 332Es11
- Practical journalism. Shuman, E. L. 1912. 070Sh91
- Practical lessons in actuarial science. Dawson, M. M. 2v. 1905. 368D32
- Practical life insurance salesmanship. Slough, C. 1913. 368Sl5
- Practical methods for appraising lands, buildings and improvements. Craigen, G. J. 1911. 336.2C84
- Practical pointers for patentees. Cresee, F. A. 1901. 608C86
- Practical problems in banking and currency. Hull, W. H. 1907. 332H872
- Practical real estate methods. Britigan, W. H. 1912. 347B77
- Practical salesmanship. Fowler, N. C. 1912. 658F821
- Practical work of a bank. Kniffin, W. H. 1915. 332K74
- Practice and law of export trading. Lissenden, G. B. 1914. 380L69
- Pratt, S. S. Work of Wall street. 1912. 332P88
- Precious stones trade. See Jewelry trade
- Précis writing Weston, W. J. Guide to indexing and précis writing. 029W52
- Premium system of forcing sales. Bunting, H. S. 1913. 658.1B88
- Prendergast, W. A. Credit and its uses. 1906. . 332P91
- Prentice, E. P. Federal power over carriers and corporations. 1907. 338P91
- Preparation and care of mailing lists. Page, W. K. 1914. 658.8P14
- Press. See Journalism; Newspapers; Periodicals
- Press and its story. Symon, J. D. 1914. 070Sy6
- Pressing questions. Mackmurdo, A. H. 1913. 331.2M22
- Preston, W. H. Credits, collections and their management. 1897. 658P92
- Prevention and control of monopolies. Brown, W. J. 1914. 338B81
- Prevention of industrial accidents. Fidelity and casualty co. of N. Y. 1909. 331.82F44
- Price, C. M. Posters. 1913. 741.4P93R
- Price, G. M. Modern factory. 1914. 331.82P83
- Price, W. H. Life insurance reforms in N. Y. 1909. 368P93 Yale readings in insurance; property insurance. 1914. 368Z113
- Price maintenance. Fernley, T. A. 1912. 338F39
- Price of food. See Cost and standard of living
- Price of inefficiency. Koester, F. 1913. 300K81

## Prices.

- Ashley, W. J. Gold and prices. 1912. 338As3  
 Barbour, Sir D. Influence of the gold supply on prices and profits. 1913. 332B23  
 Brace, H. H. Gold production and future prices. 1910. 332.4B72  
 Fernley, T. A. Price maintenance. 1912. 338F39  
 Fisher, I. Purchasing power of money; its determination and relation to credit, interest and crises. 1911. 332F531  
 Fisher, I. Why is the dollar shrinking? 1914. 331.83F54  
 Franklin, F. Cost of living. 1915. 338.5F85  
 Kautsky, K. High cost of living; changes in gold-production and the rise in prices. 1914. 331.83K15  
 Kemmerer, E. W. Money and credit instruments in their relation to general prices. 1907. 332K31  
 McCain, C. C. Diminished purchasing power of railway earnings, suggestions concerning the necessity of an adjustment of railway rates to meet new industrial conditions and the increased cost of improved and additional transportation facilities. 1909. 385M121  
 Prices of cattle and their hides with cattle census, prices of country hides and prices of packer hides. (In Shoe and leather reporter annual.) Dy Coll  
 Skeels, I. Cost and price, or The product and the market; an analysis of the nature of costs and an inquiry into the origin of purchasing power and credits, showing their limit in paying the price of products and the ever increasing necessity for municipal and industrial bond issues. 1913. 338Sk2  
 Standard list prices of material commonly purchased by railways. (In MacRae's blue book.) Dy Coll  
 U. S. Bureau of labor statistics. Retail prices and cost of living series. Wholesale prices series. VF  
 See also Cost; Cost and standard of living; Economics; Gold; Panics; Wages

## Prices—Periodicals

- Board of trade labour gazette; Great Britain —Board of trade. Monthly  
 Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations; also grain, cotton, coffee and provisions. Monthly

- Journal of commerce and commercial bulletin. Daily  
 Statist; a journal of practical finance and trade. London. Weekly  
 Primer of scientific management. Gilbreth, F. B. 1912. 658.1G37  
 Principles and methods in commercial education. Kahn, J. 1914. 658.07K12  
 Principles and practice of advertising. Wadsworth, G. B. 1913. 659W11  
 Principles of accounting. Stephens, J. R. 1909. 657St4  
 Principles of advertising. Starch, D. 1910. 659St2  
 Principles of advertising arrangement. Parsons, F. 1913. 659P25  
 Principles of bond investment. Chamberlain, L. 1911. 332.6C35  
 Principles of business law. Chamberlain, J. A. 1908. 347C352  
 Principles of city land values. Hurd, R. M. 1903. 333H93  
 Principles of depreciation. Saliers, E. A. 1915. 657Sa3  
 Principles of economics. Seligman, E. R. A. 1915. 330Se4  
 Principles of economics. Taussig, F. W. 2v. 1912. 330T19  
 Principles of industrial engineering. Going, C. B. 1911. 658.1G56  
 Principles of industrial management. Duncan, J. C. 1914. 658.1D91  
 Principles of industrial organization. Kimball, D. S. 1913. 658.1D56  
 Principles of insurance. Gephart, W. F. 1911. 368G29  
 Principles of justice in taxation. Weston, S. F. 1903. 336.2W52  
 Principles of money and banking. Conant, C. A. 2v. 1905. 332C7411  
 Principles of practical publicity. De Weese, T. A. 1908. 659D51  
 Principles of rural credits. Mormon, J. B. 1915. 332.7M82  
 Principles of salesmanship, deportment and system. Corbion, W. A. 1907. 658C81  
 Principles of scientific management. Taylor, F. W. 1914. 658.1T211  
 Principles of surety underwriting. Mackall, L. E. 1914. 368M19  
 Principles of taxation. Lyon, W. H. 1914. 336.2L99  
 Principles of the mail order business. Swett, A. R. 658Sw4  
 Prindle, E. J. Patents as a factor in manufacturing. 1908. (Works management lib.) 608P93

- Printers' green book. Dy Coll  
Printing.
- Collins, F. H. Authors' and printers' dictionary. 4th ed. 1912. 655C691
- Graydon, S. Some notes on catalog making. 1909. 655.3G78R
- Trezise, F. J. Typography of advertising. 1911. 655.2T721R
- University of Chicago press. Manual of style; 3d ed. 1911. 655Un32
- See also Accounting—Printing; Proof-reading.
- Prisons—Directories
- Penal, reformatory and charitable institutions—state. (In Polk's medical register and directory of North Amer.) Dy Coll
- Private freight cars and Amer. railways.
- Weld, L. D. H. 1908. 385W45
- Private schools. See Schools
- Private secretaries
- Cody, S. How to be a private secretary. 1913. 651C64
- Dicksee, L. R. Office organization and management incl. secretarial work. 1911. 658D561
- Sheppard, A. How to become a private secretary; qualifications, training, work. 1903. 658Sh4
- Probabilities
- Broooks, C. E. Tables of mortality and the theory of probability. 1911. 368B79
- See also Annuities; Insurance; Risk
- Problems, Accounting. See Accounting—Problems
- Problems in railway regulation. Haines, H. S. 1911. 385H1211
- Problems in the principles of accounting. Cole, W. M. 1915. 657C6713
- Produce markets and marketing. Seibels, W. T. 1911. 338.1Se4
- Produce trade
- Amer. acad. of pol. and soc. science. Amer. produce exchange markets. 1911. 381Am3
- Production. See Industry
- Production factors in cost accounting and works management. Church, A. H. 1910. 658C47
- Productive advertising. Hess, H. W. 1915. 659H46
- Products, Commercial. See Commercial products
- Profession, Choice of. See Occupations; Vocation, Choice of
- Profit
- Gould, M. P. Where have my profits gone? An examination of various ways by which profits are lost; with an explanation of modern methods of preventing such losses. 1912. 658.23G73
- Leake, P. D. Depreciation and wasting assets and their treatment in assessing annual profit and loss. 1912. 657L47
- See also Wages
- Profit making in shop and factory management. Carpenter, C. U. 1908. 658C22
- Profit sharing
- Gilman, N. P. Dividend to labor. 1899. 331G421
- Mackmurdo, A. H. Pressing questions; profit-sharing, women's suffrage, electoral reforms. 1913. 331.2M22
- See also Cooperation; Welfare work
- Progress
- Hapgood, N. Industry and progress. 1911. 330.4H21
- Progressive business man. Marden, O. S. 1913. 174M33
- Promoter's assistant and improved secretary's manual. Carney, W. A. 1910. 347C2111
- Promoting
- Carney, W. A. Promoter's assistant and improved secretary's manual. 3d ed. 1910. 347C2111
- Cooper, F. Financing an enterprise; a manual of information and suggestion for promoters, investors and business men generally. 4th ed. 1915. 338C781
- Dewing, A. S. Corporate promotions and reorganizations. 1914. 338.8D51
- See also Corporations—Finance
- Proof-reading
- Collins, F. H. Authors' and printers' dictionary. 4th ed. 1912. 655C691
- Smith, A. M. Proof-reading and punctuation. 3d ed. 1905. 655Sm51
- Proper distribution of expense burden. Church, A. H. 1908. 657C47
- Property
- Ely, R. T. Property and contract in their relations to the distribution of wealth. 2v. 1914. 331El91
- Underwood, J. H. Distribution of ownership. 1907. 331Un2
- See also Administration of estates; Appraising; Capital; Conveyancing; Income; Land; Real estate; Sales; Taxation
- Property and contract. Ely, R. T. 2v. 1914. 331El91
- Property insurance. Huebner, S. S. 1911. 368H87
- Protection. See Tariff

- Prudential insurance co. of America  
 Hoffman, F. L. History of the Prudential insurance co. of Amer. (industrial insurance). 1900. 02H67
- Psychology of advertising. Scott, W. D. 1908. 659Sc031
- Psychology of management. Gilbreth, L. M. 1914. 658.1G372
- Psychology of salesmanship. Atkinson, W. W. 1910. 658At5
- Psychology of soliciting. Harden, J. I. 1905. 658H21
- Psychology of success. Riddell, N. N. 1909. 170R43
- Psychology of the stock market. Selden, G. C. 1912. 332.6Se4
- Public documents. See Government publications; State publications
- Public finance. Bastable, C. F. 1903. 336B29
- Public libraries. See Libraries
- Public officers—Directories  
 U. S. Bureau of the census. Official register of the U. S.; persons in the civil, military and naval service, exclusive of the postal service. Dy Coll
- Public ownership. See Government ownership and control; Municipal ownership and control
- Public service commissions—Directories  
 Nat. and state public service commissions having jurisdiction over telephone business. (In *Telephony's directory of the Telephone industry.*) Dy Coll
- Nat. and state railroad and public utility commissions. (In *McGraw electrical directory; electric railway ed.*) Dy Coll
- Nat. and state railroad commissioners. (In *Pocket list of railroad officials.*) Dy Coll
- Public service corporations  
 Floy, H. Valuation of public utility properties. 1912. 385F66
- Foster, H. A. Engineering valuation of public utilities and factories. 1912. 657F811
- Hayes, H. V. Public utilities; their cost new and depreciation. 1913. 380H32
- Hayes, H. V. Public utilities; their fair present value and return. 1915. 380H321
- King, C. L. Regulation of municipal utilities. 1912. 352K58
- Lindsay, V. S. Rate regulation of gas and electric lighting. 1906. 347L64
- Marks, W. D. Finances of gas and electric light and power enterprises. 1905. 658M34
- Pond, O. L. Treatise on the law of public utilities operating in cities and towns. 1913. 352P771R
- Public utility economics; lectures delivered before the West Side Y. M. C. A., N. Y. 380P962
- Seabrook, A. H. Management of public electric supply undertakings. 1913. 658.5Se1
- Whitten, R. H. Regulation of public service companies in Great Britain, with supplemental chapters on the Boston sliding scale and Toronto auction sale and maximum dividend plans. 1914. 351.8W611
- Whitten, R. H. Valuation of public service corporations; legal and economic phases of valuation for rate making and public purchase. 1912. 351.8W61R
- Supplement. 1914. 351.8W6111R
- Wyer, S. S. Regulation, valuation and depreciation of public utilities. 1913. 380W97R
- See also Electric industries; Gas companies; Government ownership and control; Municipal franchises; Municipal ownership and control; Public service commissions; Railroads; Telephone industry; Valuation
- Public service corporations—Periodicals  
 Commercial and financial chronicle; incl. railway earnings section, railway and industrial section, electric railway section. Weekly
- Public service; electricity, gas, water, telephone, transportation. Monthly
- Public service corporations—Securities  
 Fitch bond book, describing the most important bond issues of the U. S. and Canada. Dy Coll
- Industrial securities; manufacturing, street railway, electrical, gas, mining, land, coal, iron and steel, telegraph and telephone and miscellaneous corporations. (In *Manual of statistics; stock exchange handbook.*) Dy Coll
- Public utilities and industrials; containing in detailed form a comparative analysis of public utility and industrial companies in the U. S. and Canada, with investment ratings, enabling the banker and investor to ascertain the true value of securities. (In *Moody's analyses of investments; public utilities and industrials.*) Dy Coll
- Public utility corporations of the U. S., Canada, Mexico, etc. incl. electric tractions and street railways, gas and electric light; telephone, telegraph and cable; water, water power and ferry companies; industrial,

- Public service corporations—Securities—*Cont.*  
mining and miscellaneous corporations.  
(In Moody's manual of railroad and corporation securities. v. 2.) Dy Coll  
Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities; ed. for The stock exchange, London.  
Dy Coll
- Public service railway co., Newark, N. J.  
Electric railway journal. Public service railway of N. J. 1911. 621.3El22
- Public utilities. See Public service corporations
- Public utilities and factories. Foster, H. A. 1912. 657F811
- Public utility economics; lectures delivered before the West Side Y. M. C. A., N. Y. 380P962
- Publicity. See Advertising
- Publishers—Accounting. See Accounting—Publishers
- Pulp trade. See Paper trade
- Punctuation
- Hagar, H. A. Applied business punctuation and business forms. 1909. 658.8H12
- Perry, F. M. Punctuation primer, with notes on the preparation of manuscript. 1908. 421P42
- Smith, A. M. Proof-reading and punctuation. 3d ed. 1905. 655Sm51
- Purchasing departments
- Buying. (In Bus. man's lib. v. 5.) 658B962
- Buying and hiring. (In Lib. of bus. practice v. 3.) 658L61
- Clifford, M. J. Buying; the methods, forms, and records of purchasing; how the buyer works; the rules which guide him. 1905. 658C61
- Griffith, J. B. Purchasing and stores department. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2.) 650Am3
- Materials and supplies; purchasing methods; price, service and inspection policies; material tests, standards and specifications; purchasing and stores systems; how to take inventory. 1915. (Factory management ser.) 621.7M41
- Rindsfoos, C. S. Purchasing. 1915. 658.9R47
- Twyford, H. B. Purchasing; its economic aspects and proper methods, with charts, diagrams and forms. 1915. 658.9T94
- Purchasing power of money. Fisher, I. 1911. 332F531
- Pushing your business. MacGregor, T. D. 1909. 659M17
- Putnam's correspondence handbook. Banks, E. 1914. 658.8B22
- Putney, A. H. Commercial law. 1909. (Business, commerce and finance) 347.7P98
- Corporations; organization, financing, management. 1909. (Business, commerce and finance.) 338P98
- Currency, banking and exchange. 1909. (Business, commerce and finance.) 332P98
- Foreign laws. 1910. (Business, commerce and finance.) 349P98
- Public utilities. (In Skinner, H. M. Government revenue, taxation, tariffs.) 337Sk3
- Quasi-public corporation accounting and management. Mulhall, J. F. J. 1905. 657M89
- Quick, H. Amer. inland waterways. 1909. 656Q4
- Quinn, F. O. How to be a good salesman. 1909. 658Q4
- Quotations. See Market quotations
- Racine, S. F. Accounting principles. 1913. (Accounting students' ser.) 657R11
- Guide to the study of accounting. 1914. (Accounting students' ser.) 657R111
- Guide to the study of auditing. 1914. (Accounting students' ser.) 657R1111
- Rahill, J. J. Corporation accounting and corporation law. 1905. 657R12
- Railroad administration. Morris, R. 1910. 385M83
- Railroad commissions. See Public service commissions
- Railroad engineering
- Eaton, J. S. Education for efficiency in railroad service. 1909. 371.4Ea8
- Raymond, W. G. Elements of railroad engineering. 1908. 625R21
- Talbot, F. A. Railway conquest of the world. 1911. 625T14
- See also Railroads—Management
- Railroad fares. See Railroads—Fares
- Railroad freight rates. McPherson, L. G. 1912. 385M241
- Railroad officials. See Railroads—Officials
- Railroad promotion and capitalization in the U. S. Cleveland, F. A. 1909. 385C59
- Railroad rates. See Railroads—Rates

- Railroad reorganization. Daggett, S. 1908.  
385D13
- Railroad transportation. McVey, F. L. 1910.  
385M25
- Railroads  
Carter, C. F. When railroads were new.  
1909. 656C24
- Daggett, S. Railroad reorganization. 1908.  
385D13
- McVey, F. L. Railroad transportation; some phases of its history, operation and regulation. 1910. (Business, commerce and finance.) 385M25
- Mavor, J. Transportation. (In Organization, correspondence, transportation. 1911. pt. 3. Alex. Hamilton inst. Mod. bus. v. 2) 658Or3
- Railway library; a collection of noteworthy chapters, addresses and papers relating to railways, mostly published during the year; 1909 to date. 385R13
- Raper, C. L. Railway transportation; a history of its economics and of its relation to the state, based upon President Hadley's "Railroad transportation; its history and its laws." 1912. 385R18
- Wellington, A. M. Economic theory of the location of railways; an analysis of the conditions controlling the laying out of railways to effect the most judicious expenditure of capital. 6th ed. 1906.  
. 625W46  
See also Erie railroad; Public service commissions; Public service corporations; Transportation
- Railroads—Accounting. See Accounting—Railroads
- Railroads—Bibliography  
Bureau of railway economics, Washington, D. C. Railway economics; a collective catalogue of books in fourteen Amer. libraries. 1912. 016.38B89R
- Railway library; a collection of noteworthy chapters, addresses and papers relating to railways, mostly published during the year; comp. and ed. by S. Thompson. 1909 to date. 385R13
- Railroads—Canada  
Lovell's gazetteer of the Dominion of Canada, together with Newfoundland; with a table of routes showing proximity of the railroad stations and sea, lake and river ports to the cities, towns and villages. 1908. 917.1L94R
- Railroads—Central America  
Halsey, F. M. Railways of South America, Mexico and the West Indies. 385H16R
- Railroads, Electric. See Electric railroads
- Railroads—Equipment and supplies  
MacRae's blue book, consolidated with The railway supply index-catalogue; railway supply manufacturers and their products. Dy Coll
- Railroads—Europe  
McPherson, L. G. Transportation in Europe. 1910. 385M2411
- Railroads—Fares  
Passenger rates from N. Y., Philadelphia, Boston to all principal cities in the U. S. and Canada. (In Getzler's transportation rates. 1914-15.) Dy Coll
- Railway and commutation fares. (In Bullinger's monitor guide. Weekly.) Dy Coll
- Railroads—Finance  
Cleveland, F. A. Railroad finance. 1912.  
385C591
- Cleveland, F. A. Railroad promotion and capitalization in the U. S. 1909. 385C59
- Dunn, S. O. Current railway problems. 1911.  
385D92
- Eaton, J. S. Handbook of railroad expenses.  
1913. 656Ea8
- Knoop, D. Outlines of railway economics.  
1913. 385K75
- McCain, C. C. Diminished purchasing power of railway earnings, suggestions concerning the necessity of an adjustment of railway rates to meet new industrial conditions and the increased cost of improved and additional transportation facilities. 1909.  
. 385M121
- Mundy, F. W. Earning power of railroads; mileage capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc. Dy Coll
- Ripley, W. Z. Railroads, finance and organization. 1915. 385R4811
- Sakolski, A. M. Amer. railroad economics.  
1913. 385Sa2
- Woodlock, T. F. Anatomy of a railroad report and ton-mile cost. 1901. (Wall street lib. v. 2.) 656W85  
See also Investments; Railroads—Rates; Railroads—Securities; Securities
- Railroads—Finance—Periodicals  
Bulletin of the revenues and expenses of steam roads in the U. S. Interstate commerce com. Monthly
- Commercial and financial chronicle; incl. railway earnings section, bank and quotation section, railway and industrial section, electric railway section. Weekly

- Railroads—Finance—Periodicals—Continued  
 Revenues and expenses of steam roads in the U. S. Bureau of railway economics. Monthly
- Railroads—Freight. See Freight and freightage
- Railroads—Government control  
 Babson, R. W. Future of the railroads; historic and economic facts for railroad men, shippers, and investors. 1914. 385B11
- Dunn, S. O. Government ownership of railways. 1913. 385D9211
- Kenna, E. D. Railway misrule. 1914. 385K36
- McFall, R. J. Railway monopoly and rate regulation. 1916. 385M16
- Van Wagener, A. Government ownership of railways considered as the next great step in Amer. progress. 1910. 385V38
- Vrooman, C. S. Amer. railway problems in the light of European experience; or, Government regulation vs. government operation of railways. 1910. 385V96  
 See also Government ownership and control
- Railroads—Great Britain  
 Knoop, D. Outlines of railway economics. 1913. 385K75
- Railway and commercial gazetteer of England, Scotland and Wales. 1907. 914.2R13R
- Railroads—Guides  
 Bullinger's monitor guide; detailed information in regard to railway trains, etc. Weekly. By Coll  
 Bullinger's post office, express, and freight guide; containing every post office, railroad station, steamboat landing and U. S. fort in the U. S. and Canada, with railroad or water route on which every place or nearest communicating point is located and the shipping directions from N. Y. City. By Coll  
 Official guide of the railways and steam navigation lines of the U. S., Porto Rico, Canada, Mexico and Cuba, also time tables of railroads in Central Amer. Monthly. By Coll
- Railroads—Management  
 Brandeis, L. D. Scientific management and railroads. 1912. 658.1B73
- Byers, M. L. Economics of railway operation. 1908. 656B99
- Dunn, S. O. Amer. transportation question. 1912. 385D921
- Hines, C. D. Modern organization; an exposition of the unit system. 1912. 658.1H58
- Hungerford, E. Modern railroad. 1911. 385H89
- McPherson, L. G. Working of the railroads. 1907. 385M24
- Morris, R. Railroad administration. 1910. 385M83  
 See also Railroads—Equipment and supplies; Railroads—Finance
- Railroads—Maps  
 State railroad commission maps are on file for many states and many other maps giving railroad information
- Railroads—Mexico  
 Halsey, F. M. Railways of South and Central Amer., Mexico and the West Indies. 1914.. 385H16R
- Railroads—N. J.  
 Hansel, C. Report on revaluation of railroads and canals, N. J. 1911. 385H192
- Railroads—Officials  
 Official guide of the railways and steam navigation lines of the U. S., Porto Rico, Canada, Mexico and Cuba; also time tables of railroads in Central Amer. Monthly. By Coll  
 Pocket list of railroad officials; containing the names of officials in charge of railroads, private car companies, telegraph companies, express companies, fast freight lines and transportation companies of the U. S., Canada and Mexico. Quarterly. By Coll  
 Universal directory of railway officials. By Coll
- Railroads—Operation. See Railroads—Management
- Railroads—Rates  
 Armour, J. O. Packers, the private car lines and the people. 1906. 380Ar5
- Barnes, H. C. Interstate transportation; a treatise on the federal regulation of interstate transportation and common carriers, incl. jurisdiction of the Interstate commerce com. 2v. 1910. 385B26
- Beale, J. H. Law of railroad rate regulation, with special reference to Amer. legislation. 1906. 347B36R
- Bell, C. E. Everyday freight rules and tariff manual applicable to interstate traffic. 1910. 385B41
- Brown, W. C. Freight rates and railway conditions; addresses and correspondence. 1908-09. 385B81
- Butterfield, O. E. Limitations upon national regulation of railroads. 1905. 385B98
- Chandler, W. H. Express service and rates. 1914. 385C36

- Clark, J. M. Standards of reasonableness in local freight discriminations. 1910. 385C542
- Dunn, S. O. Amer. transportation question. 1912. 385D921
- Getzler's transportation rates; freight rates, express and parcel post rates from N. Y., Chicago, Philadelphia, St. Louis, Boston, Cleveland, Baltimore, Detroit; also through freight rates between the cities of the central, middle and New England states. 1915. Dy Coll
- Haines, H. S. Problems in railway regulation. 1911. 385H1211
- Hammond, M. B. Railway rate theories of the Interstate commerce com. 1911. 385H182
- Johnson, E. R. Railroad traffic and rates. 2v. 1911. Contents, v. 1. Freight service; v. 2. Passenger, express and mail service. 385J62
- Johnson, M. Magnate or the people; or, Lowest instead of highest railroad rates in the world. 1913. 385J622
- McCain, C. C. Diminished purchasing power of railway earnings; suggestions concerning the necessity of an adjustment of railway rates to meet new industrial conditions and the increased cost of improved and additional transportation facilities. 1909. 385M121
- McFall, R. J. Railway monopoly and rate regulation. 1916. 385M16
- McPherson, L. G. Railroad freight rates, in relation to the industry and commerce of the U. S. 1912. 385M241
- Merritt, A. N. Federal regulation of railway rates. 1907. 385M55
- Meyer, H. R. Government regulation of railway rates; a study of the experience of the U. S., Germany, France, Austria-Hungary, Russia and Australia. 1905. 385M572
- Newcomb, H. T. Federal courts and the orders of the Interstate commerce commission. 1905. 385N431
- Noyes, W. C. Amer. railroad rates. 1905. 385N87
- Parsons, Frank. Heart of the railroad problem; the history of railway discrimination in the U. S., the chief efforts at control and the remedies proposed, with hints from other countries. 1906. 385P25
- Reeder, R. P. Validity of rate regulations, state and federal. 1914. 385R25R
- Ripley, W. Z. Railroads, rates and regulations. 1912. 385R481
- Strombeck, J. F. Freight classification. 1912. 385St8
- Weld, L. D. H. Private freight cars and Amer. railways. 1908. 385W45  
See also Carriers; Express service; Interstate commerce; Transportation
- Railroads—Securities
- Financial review; finance, commerce, railroads. Dy Coll
- Fitch bond book; describes the most important bond issues of U. S. and Canada. Dy Coll
- Mundy, F. W. Earning power of railroads; mileage, capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc. Dy Coll
- Railroad securities; the principal railroad companies of the U. S., Canada and Mexico, with details of their organization, mileage, capital, stock, funded debt and earnings. (In Manual of statistics.) Dy Coll
- Snyder, C. Amer. railways as investments; a detailed and comparative analysis of all the leading railways from the investor's point of view. 1907. 385Sn9
- Steam railroad companies of the U. S., Canada, Mexico, etc. (In Moody's manual of railroads and corporation securities. v. 1.) Dy Coll
- Steam railroads; containing in detailed form a comparative analysis of each of the railroad systems of North Amer. enabling the banker and investor to ascertain the true value of securities. (In Moody's analyses of investments; railroads.) Dy Coll
- Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities; ed for The Stock exchange. London. Dy Coll
- See also Investments
- Railroads—South America
- Halsey, F. M. Railways of South and Central Amer., Mexico and the West Indies. 1914. 385H16R
- Railroads—Time tables
- Bullinger's monitor guide; detailed information in regard to railway trains, etc. Weekly. Dy Coll
- Official guide of the railways and steam navigation lines of the U. S., Porto Rico, Canada, Mexico and Cuba; also time tables of railroads in Central Amer. Monthly. Dy Coll

- Railroads—U. S.
- Babson, R. W. Future of the railroads; historic and economic facts for railroad men, shippers, and investors. 1914. 385B11
- Elliott, H. Truth about the railroads. 1913. 385E15
- Haines, H. S. Railway corporations as public servants. 1907. 385H121
- Johnson, E. R. Amer. railway transportation. 1912. 656J622
- Johnson, E. R. Railroad traffic and rates. 1911. 2v. Contents, v. 1. Freight service; v. 2. Passenger, express and mail service. 385J62
- Kenna, E. D. Railway misrule. 1914. 385K36
- Moody, J. How to analyze railroad reports. 1912. 656M77
- Rankin, G. A. Amer. transportation system; a criticism of the past and the present, and a plan for the future. 1909. 385R16
- Ripley, W. Z. Railway problems. 1913. 385R48
- Sakolski, A. M. Amer. railroad economics. 1913. 385Sa2
- Spearman, F. H. Strategy of great railroads. 1904. 385Sp3
- Sterne, S. Railways in the U. S.; their history, their relation to the state, and an analysis of the legislation in regard to their control. 1912. 385St4
- Thompson, S. Railway statistics of the U. S. VF  
See also Erie railroad; Freight and freightage
- Railroads—Valuation
- Floy, H. Valuation of public utility properties. 1912. 385F66
- Thompson, S. Cost, capitalization and estimated value of Amer. railways. 3d ed. 1908. 385T371
- Whitten, R. H. Valuation of public service corporations; legal and economic phases of valuation for rate making and public purchase. 1912. 351.8W61R  
Supplement. 1914. 351.8W6111R  
See also Valuation
- Railroads—West Indies
- Halsey, F. M. Railways of South and Central Amer., Mexico and the West Indies. 1914. 385H16R
- Railway and commercial gazetteer of England, Scotland and Wales. 1907. 914.2R13R
- Railway conquest of the world. Talbot, F. A. 1911. 625T14
- Railway corporations as public servants. Haines, H. S. 1907. 385H121
- Railway economics. Bureau of railway economics, Washington, D. C. 1912. 016.38B89
- Railway library. 1909 to date. 385R13
- Railway misrule. Kenna, E. D. 1914. 385K36
- Railway monopoly and rate regulation. McFall, R. J. 1916. 385M16
- Railway problems. Ripley, W. Z. 1913. 385R48
- Railway rate theories of the Interstate commerce com. Hammond, M. B. 1911. 385H182
- Railway statistics of the U. S. Thompson, S. VF
- Railway transportation. Raper, C. L. 1912. 385R18
- Railways. See Railroads
- Railways in the U. S. Sterne, S. 1912. 385St4
- Railways of South and Central Amer. Halsey, F. M. 1914. 385H16R
- Ralph, J. Making of a journalist. 1903. 070R13
- Rand, McNally & Co. Atlas of foreign countries. 1913. 912R1514R  
Commercial atlas of America. Annual. 380R15R
- Rankin, G. A. Amer. transportation system. 1909. 385R16
- Ransom, L. A. Great cottonseed industry of the South. 1911. 633R17
- Raper, C. L. Railway transportation. 1912. 385R18
- Rate of interest. Fisher, I. 1907. 332.8F53
- Rate regulation of gas and electric lighting. Lindsley, V. S. 1906. 347L64
- Rates. See Public service corporations; Railroads—Rates; Shipping—Rates; Telegraph—Rates; Telephone—Rates
- Rational banking system. Eckhardt, H. M. P. 1911. 332Ec5
- Rationale of fire rates. Dean, A. F. 1900. 368D341
- Raw materials. See Commercial products
- Raymond, W. G. Elements of railroad engineering. 1908. 625R21
- Read, H. E. Lessons in salesmanship. 1910. 658R22  
Salesmanship. 1915. 658.9R22
- Ready reckoners
- Murphy, P. Short practical rules for commercial calculations, incl. division simplified and abbreviated, to which is added

- an exposition of profit and loss, division into proportional parts, partnership and bankruptcy. 1912. 511M95
- Nichols, J. M. H. Business man's rapid calculation; containing also a brief explanation of the "check 11" system and the bankers' 60 day method of finding interest. 1913. 511.8N51
- Real estate
- Bernard, A. D. Some principles and problems of real estate valuation. 1913. 347.2B45
- Bolton, R. P. Building for profit; principles governing the economic improvement of real estate. 1911. 347B632
- Britigan, W. H. Practical real estate methods for broker, operator and owner; thirty experts on how to buy, sell, lease, manage, appraise, improve and finance real estate. 1909. 347B77
- Carney, W. A. How to buy and sell real estate at a profit. 1905. 347C21
- Carney, W. A. Real estate business self-taught. 1906. 347C211
- Digest of the statutes affecting real estate. (In Polk's real estate register and directory of the U. S. and Canada.) Dy Coll
- Dumas, J. Registering titles to land; a series of lectures delivered at Yale. 1900. 347D89
- Gross, F. L. Law of real estate brokers, with forms; a manual for the use of lawyers and real estate operators. 1910. 347.2G91R
- Hurd, R. M. Principles of city land values. 1903. 333H93
- Lindner, W. Real estate. (In Insurance and real estate, 1911. pt. 2.) Alex. Hamilton inst. Mod. bus. v. 8.) 368H22
- Morris, L. R. Instruction in real estate and fire insurance. 1906. 347M83
- Payne, F. M. Real estate educator. 1911. 347P29
- Reed, H. Science of real estate and mortgage investment. 1899. 347R25
- See also Conveyancing; Land; Land titles; Landlord and tenant; Mortgages; Property; Salesmanship—Real estate; Single tax; Taxation; Torrens system
- Real estate—Accounting. See Accounting, Real estate
- Real estate—Atlases and maps
- Bergen co., N. J. 1912-13. 2v.
- Essex co., N. J. 1906
- Hudson co., N. J. 1909
- Morris co., N. J. 1910
- N. Y. City—Bronx borough. 1907-08. 2v.
- N. Y. City—Brooklyn borough. 1908. 2v.
- N. Y. City—Manhattan borough. 1908
- N. Y. City—Manhattan borough. Desk and library ed. 1916
- N. Y. City—Queens borough. 1909
- Newark, N. J. 1911-12. 2v.
- Oranges, N. J. 1911
- Paterson, N. J. 1915
- Union co., N. J. 1906
- Westchester co., N. Y. 1914. 2v.
- For farm lands see collection of 500 soil maps pub. by U. S. Bureau of soils
- Real estate—Directories
- Jackson's real estate directory; a directory of the leading real estate agents, abstractors, loan companies and real estate attorneys of the U. S. and Canada. Dy Coll
- Polk's real estate register and directory of the U. S. and Canada; comprising real estate dealers and agents and abstractors of title; lists of non-resident commissioners of deeds, a digest of the statutes affecting real estate, U. S. public lands, etc. Dy Coll
- Real estate—Periodicals
- N. J. commerce and finance record and guide. Weekly
- Real estate magazine. Monthly
- Real estate record and builder's guide; devoted to real estate, building management and construction in Greater N. Y. and vicinity. Weekly
- Real estate business self-taught. Carney, W. A. 1906. 347C211
- Real Wall street. Black, W. H. 1908. 332B56
- Rebates (railroad). See Railroads—Rates
- Red book of commerce; or who's who in business. Dy Coll
- Redfield, W. C. New industrial day. 1913. 658.1R24
- Reducing the cost of living. Nearing, S. 1914. 331.83N271
- Reed, H. Science of real estate and mortgage investment. 1899. 347R25
- Reeder, R. P. Validity of rate regulations, state and federal. 1914. 385R25R
- Reese, J. A. Grocery trade. 2v. 1910. 689R25
- Reeve, S. A. Cost of competition. 1906. 338R25
- Reform of the currency. Academy of political science. 1911. 332.1Ac1
- Reformatories—Directories
- Penal, reformatory and charitable institutions—state. (In Polk's medical register and directory of North Amer.) Dy Coll

## BUSINESS BOOKS

- Refrigeration trade—Directories  
 Ice and refrigeration blue book; a directory of the ice-making, cold storage, refrigerating and auxiliary trades; ice factories, cold stores, packing houses, breweries, dairies, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in U. S. and Canada. Dy Coll
- Registering titles to land. Dumas, J. 1900. 347D89
- Regulation of municipal utilities. King, C. L. 1912. 352K58
- Regulation of public service companies in Great Britain. Whitten, R. H. 1914. 351.8W611
- Regulation, valuation and depreciation of public utilities. Wyer, S. S. 1913. 380W97R
- Reid, W. A. Young man's chances in South and Central Amer. 1914. 918R27
- Relative merit of advertisements. Strong, E. K. 1911. 659St8
- Remington, H. Business man's manual of bankruptcy law. 1911. 347.7R281
- Treatise on the elements of bankruptcy law, for the use of law students. 1911. 347.7R28
- Renn, G. B. Practical auditing. 3d ed. 1907. 657R29
- Repayment of local and other loans. Turner, E. H. 1913. 336T85
- Reporting. See Journalism
- Resorts. See Health resorts
- Retail advertising—complete. Farrington, F. 1910. 659F24
- Retail advertising for druggists and stationers. Farrington, F. 1901. 659F2411
- Retail prices. See Prices
- Retail selling and store management. Neystrom, P. H. 1914. 658.9N49
- Retail trade  
 Butler brothers. Success in retailing; the variety business, a handbook for earnest beginners in merchandising. 1914. 658.5B97
- Farrington, F. Back in the harness; a sequel to Talks by the old storekeeper. 1908. 658F2413
- Farrington, F. Store management—complete. 1911. 658F2411
- Hotchkin, W. R. Manual of successful storekeeping. 1915. (Assoc. adv. clubs of the world.) 658.53H79
- Neystrom, N. J. Retail selling and store management. 1914. 658.9N49
- Sammons, W. Keeping up with rising costs. 1915. . 658.23Sa4
- See also Accounting—Retail trade; Advertising—Retail trade; Business; Department stores; Grocery industry; Salesmanship; Shoe industry
- Reunion Island—Directories. See Directories, Foreign
- Revenue  
 Bender's war revenue law 1914; an act to increase the internal revenue and for other purposes approved October 22, 1914. . 336.2B43R
- See also Finance; Income tax; Tariff; Taxation
- Revenue—Periodicals  
 Internal revenue review; devoted to the interests of the taxpayer under the internal revenue laws and regulations and of officers and employees of the Internal revenue service. Monthly
- Rhodes, E. E. Recent insurance legislation. 1907. 368R34R
- Rhodesia—Directories. See Directories, Foreign
- Rice, G. G. My adventures with your money. 1913. 332R36
- Richards, G. Treatise on the law of insurance. 1893. 368R39R
- Richardson, A. O. Power of advertising. 1913. 659R39
- Riches. See Millionaires; Wealth
- Riddell, N. N. Psychology of success and human nature studies. 1909. 170R43
- Rindsfoos, C. S. Purchasing. 1915. 658.9R47
- Ringo, A. L. Management of private corporations. 1909. 347R472
- Ripley, W. Z. Railroads, finance and organization. 1915. 385R4811
- Railroads, rates and regulations. 1912. 385R481
- Railway problems. 1913. 385R48
- Trusts, pools and corporations. 1905. 338R48
- Rise of the working class. Crapsey, A. S. 1914. 331.8C85
- Risk  
 Willett, A. H. Economic theory of risk and insurance. 1901. 368W66
- See also Probabilities
- Risks in modern industry. Amer. acad. of pol. and soc. science. 1911. 331.82Am3
- Risque, F. W. Looseleaf books and systems for general business. 1907. 657R49
- Risser, J. German great banks. 3d ed. 1911. (Nat. monetary com.) 332.1R44

## Rivers

Lockwood, D. W. Report upon the improvement of rivers and harbors in northeastern N. J. 1907. 627L81

Robertson, J. M. Trade and tariffs. 1908. 337R542

Robinson, A. R. Memory and the executive mind. 1912. 150R56

Robinson, H. Simple explanation of modern banking customs. 1910. 332.1R56

Robinson, J. W. Robinsonian universal interest tables, etc. 8th ed. 1881. 658R56R

Robinson, W. C. Elementary law. 1910. 347R5621

Roche, R. A. Salesmanship for women. 2d ed. 1914. 658.9R58

Rockwell, W. L. Law of landlord and tenant in N. J. 1907. 347R591R  
N. J. Notaries and commissioners manual. 2d ed. 1911. 347R59R

Rogers, E. S. Good will, trade-marks and unfair trading. 1914. 347.7R63

Rogers, F. E. New complete bookkeeping. 1907. 657W6711

## Rolling-mills

Kindl, F. H. Rolling mill industry; a condensed general description of iron and steel rolling mills and their products. 1913. 672K57  
See also Iron and steel trade

Rollins, M. Convertible securities. 2d ed. 1913. 332.6R65  
Money and investments. 2d ed. 1910. 332R65

Roman, F. W. Industrial and commercial schools of the U. S. and Germany. 1915. 371.4R66  
Romance of life insurance. Graham, W. J. 1909. 368G76

Romance of steel. Casson, H. N. 1907. 672C27  
Ronald accounting series

Cole, W. N. Cost accounting for institutions. 1913. 657C671

Eggleston, D. C. Municipal accounting. 1914. 657Eg3

Jones, A. F. Lumber manufacturing accounts. 1914. 657J712

Nicholson, J. L. Cost accounting theory and practice. 1913. 657N521

Saliens, E. A. Principles of depreciation. 1915. 657Sa3

Sprague, C. E. Accountancy of investment. 1914. 657Sp712

Thornton, F. W. Brewery accounts. 1913. 657T392

Ronald press co. 100 of the world's best business books. 1913. 016.6R66

Rope trade. See Cordage trade

Rose, W. G. Ginger cure. 1911. 659R72

Rosenthal, H. Building, loan and savings associations. 3d ed. 1911. 334R72

Ross, C. G. Writing of news. 1911. 070R73

Ross, J. E. Consumers and wage earners. 1912. 331R73

Rossheim, I. D. First year in bookkeeping and accounting. 1913. 657M16

Roumania—Directories. See Directories, Foreign

Rousset, C. Annuaire de la quincaillerie et des metaux. Dy Coll

Annuaire produits chimiques et de la droguerie. Dy Coll

Rowe, H. M. Bookkeeping and accountancy. 1911. 657R791

Rowell, G. P. Forty years an advertising agent. 1865-1905. BR792

Royce, J. War and insurance. 1914. 368R81

## Rubber industry

Akers, C. E. Rubber industry in Brazil and the Orient. 1914. 678Ak3

## Rubber trade—Directories

Manufacturers of rubber boots and shoes. (In Shoe and leather reporter annual.)

Rubber goods manufacturers. (In Dockham's Amer. report and directory.)

Rubber trade directory of the world. Includes rubber goods, factories, crude rubber importers, dealers, etc.; reclaimers, waste rubber dealers, rubber machinery and devices, offices of planting companies, oversea planting companies and oversea exporters.

Rubber trade directory of the world. Dy Coll

Rubin, M. J. Making advertising pay. 1913. 659R82

Rubinow, I. M. Social insurance. 1913. 368R82

Rural credit. See Agricultural credit

Rusmissel, L. C. Industrial-commercial geography of the U. S. 1914. 380R89

Russell, C. E. Business; the heart of the nation. 1911. 338R91

Lawless wealth. 1908. 331R91

Billing and order recording. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5.)

650Am3

Russell, T. H. Banking and finance. 1910. (Int. bus. lib. v. 4.) 332R912

Business correspondence and forms. 1910. (Int. bus. lib. v. 5.) 658R91

- Russell, T. H.—Continued  
 —Commercial law and legal forms. 1910. (Int. bus. lib. v. 10.) 347.7R91
- Russia—Banks and banking. See Banks and banking—Russia
- Russia—Directories. See Directories, Foreign
- Russian year-book. Dy Coll
- Rust, T. D. A B C of salesmanship. 1914. 658.9R92
- Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory. Dy Coll
- S**
- Saddlery trade. See Harness trade
- Safety appliances  
 Tolman, W. H. Safety; methods for preventing occupational and other accidents and diseases. 1913. 331.82T58
- Workmen's compensation service bureau. Universal safety standards; a reference book of rules, drawings, tables, formulae, data and suggestions for use of architects, engineers, superintendents, foremen, inspectors, mechanics and students. 2d ed. 1914. 614.8W89  
 See also Accidents, Industrial; Employers' liability; Welfare work
- Safety appliances—Periodicals  
 Safety engineering. Monthly
- Safety fund banking system in N. Y., 1829-1866. Chaddock, R. E. 1910. 332.1D51
- Sail makers—Directories  
 Awning, sail, tent and flag manufacturers. (In Dockham's Amer. report and directory.) Dy Coll
- Awning, tent and sail makers incl. tarpaulin manufacturers. (In Dockham's cordage, twine and duck trade of the U. S. and Canada.) Dy Coll
- Sailors. See Merchant marine
- St. Helena—Directories. See Directories, Foreign
- St. Miquelon—Directories. See Directories, Foreign
- St. Pierre—Directories. See Directories, Foreign
- St. Thomas—Directories. See Directories, Foreign
- St. Vincent—Directories. See Directories, Foreign
- Sakolski, A. M. Amer. railroad economics. 1913. 385Sa2
- Salary and wage tables. Parker, W. W. 1913. 331.2P22R
- Sales  
 Chapman, C. Law of advertising and sales and related business law; with which is combined advertising and sales that develop good will. 2v. 1908. 347.7C36R
- Haring, F. B. Manual of procedure; the law of conditional sales. 1907. 347.4H22R
- Sales agents. See Jobbers, commission merchants, etc.
- Sales plans. Bird, T. A. 1906. 659B531
- Salesman's handbook. Internat. cor. schools, 1913. 658In81
- Salesmanship  
 Atkinson, W. W. Psychology of salesmanship. 1910. 658At5
- Aughinbaugh, W. E. Selling Latin America; a problem in international salesmanship; what to sell and how to sell it. 1915. 382Au4
- Bean, B. C. How to persuade and convince; a manual of principles and practice showing how to get, arrange and use talking and selling points for sales managers, advertising men, correspondents, salesmen and others on the selling end of business. 1913. 658.9B37
- Bunting, H. S. Premium system of forcing sales, its principles, laws and uses. 1913. 658.1B88
- Butler, R. S. Selling and buying. (In Advertising, selling and credits. 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 9.) 659Ad92
- Casson, H. N. Ads and sales; a study of advertising and selling from the standpoint of the new principles of scientific management. 1911. 659C27
- Cody, S. How to deal with human nature in business; a practical book on doing business by correspondence, advertising and salesmanship. 1915. 658.8C6413
- Office salesmanship; how to write letters and advertisements that pull, a practical and scientific method of handling customers by written salesmanship. 1911. 658.9C64
- Collins, J. H. Human nature in selling goods. 1909. 658C69
- Corbion, W. A. Principles of salesmanship, deportment and system; a textbook for department store service. 1907. 658C81
- Farrington, F. Clerks' book. 1907. 658F241
- Farrington, F. More talks by the old storekeeper. 1912. 658F2412

- Farrington, F. Selling suggestions; a book for storekeepers and others who sell things. 2v. 1913. 658.9F24
- Farrington, F. Talks by the old storekeeper. 1906. 658F24
- Fowler, N. C. How to sell, being a series of true-to-life dialogues between salesmen and customers, covering many classes of wholesale and retail selling and buying in the store, the office, and on the road. 1915. 658.9F82
- Fowler, N. C. Practical salesmanship. 658F821
- Griffith, J. B. Advertising and sales organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1.) 650Am3
- Hall, S. R. Short talks on retail selling. 1915. 658.9H14
- Harden, J. I. Psychology of soliciting; an application of mental laws to the art of canvassing. 1905. 658H21
- Hirschler, D. Art of retail selling. 1909. 658H61
- Hollingworth, H. L. Advertising and selling. 1913. 659H72
- Holman, W. C. Ginger talks; the talks of a sales manager to his men. 1910. 658H73
- Holman, W. C. 125 brain power business manual by the presidents, vice presidents, general managers, sales managers or star result-getters of 108 leading Amer. concerns. 3v. 1912. 658.9H73
- Hotchkiss, W. R. Manual of successful storekeeping. 1915. (Assoc. adv. clubs of the world) 658.53H79
- How to talk business to win. 1913. (System "how-books") 658.9H83
- Hoyt, C. W. Scientific sales management; a practical application of the principles of scientific management to selling. 1913. 658H85
- Internat. cor. schools. Salesman's handbook. 1913. 658In81
- Lawrence, H. C. Making him buy. 1910. 659L43
- Leichter, E. Successful selling. 1914. 658.9L53
- Maxwell, W. Salesmanship. 1914. 658.9M45
- Moody, W. D. Men who sell things; observations and experiences of over 20 years as travelling salesman, European buyer, sales manager, employer. 1911. 658M77
- Neystrom, N. J. Retail selling and store management. 1914. 658.9N49
- Opdycke, J. B. News, ads and sales, the use of English for commercial purposes. 1914. 658.83Op1
- Pierce, C. H. Scientific salesmanship. 1906. 658P61
- Poole, G. W. Letters that make good; a desk book for business men. 3d ed. 1915. 658P78
- Quinn, F. O. How to be a good salesman. 1909. 658Q4
- Read, H. E. Lessons in salesmanship. 1910. 658R22
- Read, H. E. Salesmanship. 1915. 658.9R22
- Roche, R. A. Salesmanship for women. 2d ed. 1914. 658.9R58
- Rust, T. D. A B C of salesmanship. 1914. 658.9R92
- Salesmanship and sales management; selling methods. (In Lib. of bus. practice. v. 4 & 5.) 658L61
- Scott, W. D. Influencing men in business; the psychology of argument and suggestion. 1911. 658Sc03
- Selecman, E. H. Specialty salesman. 1909. 658Se4
- Selling. (In Bus. man's lib. v. 4.) 658B962
- Selling; the principles of the science of salesmanship; methods and systems of selling in various lines, treated by A. L. Macbain and others. 1905. 658M12
- Shaw, A. W. Some problems in market distribution. 1915. 658.9Sh2
- Sheldon, A. F. Art of selling. 1911. 658Sh42
- Stoll, A. Winning the trade. 1913. 658.9St6
- Taylor, H. C. What a salesman should know. 1913. 658.9T21
- See also Advertising; Business; Commercial travelers; Sales
- Salesmanship—Hardware
- Soule, R. F. How to sell hardware; successful money making plans for conducting an up-to-date hardware business, practical selling ideas used by successful hardware merchants. 2d ed. 1913. 658.5So8
- Salesmanship—Insurance
- Miller, W. Art of canvassing; how to sell insurance. 1912. 368M61
- Nash, W. T. Multiplying your income; or How to sell life insurance. 1914. 658.9N17
- Slough, C. Practical life insurance salesmanship and ginger talks; how to be a successful agent. 1913. 368Sl5

- Salesmanship—Periodicals  
 Advertising and selling. Monthly  
 Salesmanship. Monthly
- Salesmanship—Real estate  
 Fuess, C. J. How to sell property; popular treatise and guide for real estate owners who desire to sell their property. 1914. 347.2F95
- Salesmanship for women. Roche, R. A. 1914. 658.9R58
- Salesmen, Traveling. See Commercial travelers
- Saliers, C. A. Principles of depreciation. 1915. (Ronald accounting ser.) 657Sa3
- Salvador—Directories. See Directories, Foreign
- Sammons, W. Keeping up with rising costs. 1915. 658.23Sa4
- Samoa—Directories. See Directories, Foreign
- Samos—Directories. See Directories, Foreign
- Sampson, H. History of advertising from the earliest times. 1874. 659Sa4
- San Thomé Island—Directories. See Directories—Foreign
- Sandy, W. C. Amer. accountant. 1894. 657Sa5
- Sanitoriums—Directories  
 Sanitariums, with date of establishment, capacity, etc. (In Polk's medical register and directory of North Amer.) Dy Coll
- U. S. Bureau of the census. Benevolent institutions. 1910. Dy Coll  
 See also Health resorts
- Santo Domingo—Directories. See Directories, Foreign
- Sarawak—Directories. See Directories, Foreign
- Sargent, P. E. Handbook of the best private schools of the U. S. and Canada. Dy Coll
- Savings and savings institutions. Hamilton, J. H. 1902. 332H18
- Savings banks  
 Hamilton, J. H. Savings and savings institutions. 1902. 332H18
- Kniffin, W. H. Savings bank and its practical work; the history, management and methods of operation of mutual savings banks, and adapted to savings departments in banks of discount and trust companies, with over 180 illus. taken from original sources. 1912. 332.K74  
 See also Banks and banking; Building and loan associations; Postal savings banks; Trust companies
- Sawmills—Directories  
 American lumberman. Register of sawmill equipment. Dy Coll
- Lumbermen's credit assoc. Reference book. Dy Coll
- Saw mills in the South. (In Southern industries.) Dy Coll
- U. S. Bureau of foreign and domestic commerce. Directory of Amer. sawmills. Dy Coll
- Sawyer, S. Secrets of mail-order trade. 1900. 658Sa9
- Schemmel, A. How to make money out of inventions. 1890. 608Sch2
- Schloss, D. F. Insurance against unemployment. 1909. 331.82Sch3
- Schmeisser, W. C. Theory and practice of estate accounting. 1910. 657B32
- Schmidt, I. Wörterbuch der englischen und deutschen Sprache. 2v. 1896. 433Sch5R
- Scholl, C. Phraseological dictionary of commercial correspondence in the English and French languages. 4th ed. 1911. 658Sch6R
- Phraseological dictionary of commercial correspondence in the English and Spanish languages. 1911. 658Sch61R
- Schools—Directories  
 Capen, S. P. Accredited secondary schools in the U. S. Dy Coll
- Sargent, P. E. Handbook of the best private schools of the U. S. and Canada. Dy Coll  
 See also Colleges and universities; Education
- Schulze, J. W. American office. 2d ed. 1914. 658Sch8
- Schwartz, E. B. Practical guide for notaries public and commissioners of deeds of N. Y. 1915. 347.9Sch9
- Schwedtman, F. C. Accident prevention and relief. 1911. 331.82Sch9
- Science and practice of management. Church, A. H. 1914. 658.1C47
- Science of accounts. Bentley, H. C. 1911. 657B441
- Science of accounts made clear and simple. Allen, G. 1909. 657A15
- Science of advertising. Balmer, E. 1910. 659B21
- Science of loose leaf bookkeeping and accounting. Sweetland, C. A. 1902. 657Sw3
- Science of real estate and mortgage investment. Reed, H. 1899. 347R25
- Science of works management. Batey, J. 658.1B31

- Scientific management. See Efficiency, Industrial  
Scientific management and labor. Hoxie, R. F.  
1915. 658.1H85
- Scientific sales management. Hoyt, C. W.  
1913. 658H85
- Scientific salesmanship. Pierce, C. H. 1906.  
658P61
- Scotland—Directories. See Directories, Foreign
- Scott, W. D. Increasing human efficiency in business. 1913. 658.1Sc03
- Influencing men in business. 1911. 658Sc03
- Psychology of advertising. 1908.  
658Sc031
- Theory and practice of advertising. 1908.  
659Sc03
- Scott, W. A. Money. 1913. 332Sc031
- Money and banking. 4th ed. 1910. 332Sc03
- Seabrook, A. H. Management of public electric supply undertakings. 1913. 658.5Se1
- Seager, H. R. Principles of economics, being a revision of Introduction to economics. 1913. 330Se122
- Social insurance; a program of social reform. 1910. 331.8Se1
- Seamanship. See Navigation
- Searchlights on some Amer. industries. Mills, J. M. 1911. 600M62
- Seasonal variations in the relative demand for money and capital in the U. S. Kemmerer, E. W. 1910. 332K311
- Secretaries, Private. See Private secretaries
- Secrets of the mail-order trade. Sawyer, S. 1900. 658Sa9
- Securities
- Babson, R. W. Bonds and stocks; the elements of successful investing. 1914.  
332B111
- Conway, T. J. Investments and speculation; a description of the modern money market and analysis of the factors determining the value of securities. 1911. (Alex. Hamilton inst. Mod. bus. v. 7.) 332C76
- Eckel, E. C. Portland cement industry from a financial standpoint. 1909.  
691Ec51
- Meetings of stock companies, dividends, interest, coupons, etc. (In Bullinger's monitor guide. (Weekly).) Dy Coll
- Rollins, M. Convertible securities; tables showing the prices of the various convertible issues which are equivalent to the market quotations of the securities exchangeable therefor, together with a complete description of such convertible bonds, notes and stocks, also tables for accumulated dividends. 2d ed. 1913.  
332.6R65
- Smythe, R. M. Obsolete Amer. securities and corporations, illus. with photographs of important repudiated bonds. 2v. 1904 & 1911. Dy Coll
- Withers, H. Stocks and shares. 2d ed. 1911.  
332.6W77
- See also Banks and banking—Securities; Bonds; Corporations—Securities; Investments; Market quotations; Negotiable instruments; Public service corporations—Securities; Railroads—Securities; Stocks
- Securities—Yearbooks
- Financial review; finance, commerce, railroads. Dy Coll
- Fitch bond book, describing the most important bond issues of the U. S. and Canada. Dy Coll
- Historical data and financial status of Amer. gas companies. (In Brown's directory of Amer. gas companies.) Dy Coll
- Manual of statistics; stock exchange handbook; railroad, industrial and government securities; stock exchange quotations, mining, grain and provisions, cotton, money, bank and trust companies. Dy Coll
- Moody's analyses of investments; public utilities and industrials. Dy Coll
- Moody's analyses of investments; railroads. Dy Coll
- Moody's manual of railroads and corporation securities. 2v. v. 1. Railroads. v. 2. Industrials and public utilities. Dy Coll
- Mundy, F. W. Earning power of railroads; mileage, capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc. Dy Coll
- Poor's manual of industrials; manufacturing, mining and miscellaneous companies. Dy Coll
- Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities. The Stock exchange, London. Dy Coll
- Seedsmen—Directories
- Amer. florist company's directory of florists, nurserymen and seedsmen of the U. S. and Canada. Dy Coll
- Seibels, W. T. Produce markets and marketing. 1911. 338.1Se4

- Selden, G. C. Psychology of the stock market. 1912. 332.6Se4
- Investing for profit. 1913. 332Se41
- Seelcman, E. H. Specialty salesman. 1909. 658Se4
- Seligman, E. R. A. Currency problem. 332C93
- Income tax. 2d ed. 1914. 336.2Se41
- Principles of economics. 1914. 330Se4
- Selling. See Sales; Salesmanship
- Selling, by Macbain, A. L. and others. 1905. 658M12
- Selling forces. Curtis publishing co. 1913. 659C94
- Selling Latin America. Aughinbaugh, W. E. 1915. 382Au4
- Selling newspaper space. Chasnof, J. E. 1913. 659C38
- Selling suggestions. Farrington, F. 1913. 658.9F24
- Senegal—Directories. See Directories, Foreign
- Servia—Directories. See Directories, Foreign
- Seventeen talks on the banking question. Fowler, C. N. 1913. 332F822
- Severance, H. O. Guide to the current periodicals and serials of the U. S. and Canada. 3d ed. 1914. Dy Coll
- Seychelles Islands—Directories. See Directories, Foreign
- Shadwell, W. Industrial efficiency. 1906. 331Sh1
- Sharp, R. W. Chattel mortgage loan business. 1910. 334Sh22
- Shaw, A. Business career in its public relations. 1904. 174Sh2
- Shaw, A. W. Some problems in market distribution. 1915. 658.9Sh2
- Shaw, G. B. Common sense of municipal trading. 1911. 352Sh22
- Sheldon, A. F. Art of selling. 1911. 658Sh42
- Sheldon's jobbing trade and city offices. Dy Coll
- Sheldon's manufacturing trade (the cutting-up trade). Dy Coll
- Sheldon's N. Y. resident buyers. Dy Coll
- Sheldon's retail trade of the U. S. Dy Coll
- Shelton, W. A. Lakes-to-the-Gulf deep waterway. 1912. 386Sh4
- Shepherd, J. M. Practical accounting problems. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7.) 650Am3
- Sheppard, A. How to become a private secretary. 1903. 658Sh4
- Ship chandlers—Directories
- Ship chandlers in the U. S. and Canada. (In Davison's cordage, twine and duck trade of the U. S. and Canada.) Dy Coll
- Ship chandlers of the U. S. (In Blue book of Amer. shipping.) Dy Coll
- See also Sail makers
- Shipbuilding trade—Directories
- Directory of shipowners, shipbuilders and marine engineers. Dy Coll
- Lloyd's register of shipping. 3v. Dy Coll
- Shipbuilders of seaboard, western rivers and Great Lakes. (In Blue book of Amer. shipping.) Dy Coll
- See also Naval architects; Sail makers; Ship chandlers
- Shipment of goods
- Griffith, J. B. Shipping department. (In Amer. sch. of cor. Cyc. of commerce, v. 1.) 650Am3
- U. S. Bureau of foreign and domestic commerce. Packing for export, suggestions for preparation of Amer. merchandise for shipment to foreign countries. 1911. 382Un36
- See also Express service; Freight and freightage; Parcel post; Postal service
- Shipment of goods—Directories
- N. Y. packing companies with firms packed and shipped for. (In Sheldon's N. Y. resident buyers.) Dry goods. Dy Coll
- Shipowners—Directories
- Directory of shipowners, shipbuilders and marine engineers. Dy Coll
- Lloyd's register of shipping. 3v. Dy Coll
- Vessel owners of the coasts and western rivers and vessel owners and managers of the Great Lakes. (In Blue book of Amer. shipping.) Dy Coll
- Shipping
- Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal, between points in North Amer. and points in foreign countries. For contents see author entry. 380Am3
- Blue book of Amer. shipping; statistics of shipping and shipbuilding in America. Dy Coll
- Canada—Dept. of marine and fisheries. Port directory of principal Canadian ports and harbours; also descriptions of types of aids to navigation in Canadian coastal and inland waterways. Dy Coll
- Directory of shipowners, shipbuilders and marine engineers. Dy Coll

- Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of shipowners, shipbrokers and shipmasters; originally comp. by C. D. Urquhart. 14th ed. 1910. Dy Coll
- Exporters' encyclopedia; containing information relative to shipments for every country in the world. Dy Coll
- Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries. Dy Coll
- Lissenden, G. B. Practice and law of export trading. 1914. 380L69
- Lloyd's register of shipping. 3v. Dy Coll
- Shipping world year book, a desk manual in trade, commerce and navigation; port directory of the world; tariffs of all nations, etc. Dy Coll
- See also Carriers; Commerce; Docks, Express service; Forwarders; Freight and freightage; Harbors; Merchant marine; Navigation; Panama canal; Parcel post; Postal service; Railroads—Guides; Railroads—Rates; Ship chandlers; Steamboat lines; Transportation
- Shipping—Periodicals
- Journal of commerce and commercial bulletin. Daily
- Shipping—Rates
- Freight rates on principal commodities in the trade of the Great Lakes. (In Blue book of Amer. shipping.) Dy Coll
- Rail and lake freight rates; ocean and rail freight rates. (In Getzler's transportation rates 1915.) Dy Coll
- Shipping world year book. Dy Coll
- Ships
- Index to names of boats, indicating names of owners. (In Directory of shipowners, ship-builders and marine engineers.) Dy Coll
- Lloyd's register of shipping. 3v. Dy Coll
- U. S. Bureau of navigation. Annual list of merchant vessels of the U. S. with official numbers and signal letters and lists of vessels belonging to the U. S. government with distinguishing signals. Dy Coll
- Shoe industry
- Garrison, C. L. How to conduct a successful shoe store. 1908. 658G19
- Shoe trade—Directories
- Manufacturers of shoes. (In Hide and leather's year book and directory.) Dy Coll
- Shoe and leather reporter annual; shoes, leather, findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world. Dy Coll
- Shop and foundry management. Dean, S. 1913. 621.7D34
- Shop management. See Efficiency, Industrial; Factory management
- Shop management. Taylor, F. W. 1912. 658.1T21
- Short course in business training. Bishop, W. G. 1911. 658B54
- Short cuts and money-making methods. Addressograph co. 1910. 658Ad2
- Short history of accountants and accountancy. Wolf, A. H. 1912. 657W88
- Short practical rules for commercial calculations. Murphy, P. 1912. 511M95
- Short talks on retail selling. Hall, S. R. 1915. 658.9H14
- Shorthand.
- No books on this subject have been included. The collection numbers over one hundred titles and includes several systems.
- "Show at" sho' cards. Atkinson, F. H. 1913. 745.1At5
- Show card writing. See Advertising cards
- Show windows. See Window dressing
- Shryer, W. A. Analytical advertising. 1912. 659Sh8
- Collecting by letter. 2v. 1913. 658.7Sh8
- Shuman, E. L. Practical journalism. 1912. 070Sh91
- Siam—Directories. See Directories, Foreign
- Siberia—Directories. See Directories, Foreign
- Sickness insurance. See Insurance, Health
- Sierra Leone—Directories. See Directories, Foreign
- Silk trade—Directories
- Davison's silk trade; a directory of the silk manufacturers of the U. S. and Canada, incl. silk jobbers, retailers, silk dyers, manufacturers' agents, city offices and salesrooms of silk mills, the "cutting-up" trade of N. Y. city and a classified directory of manufacturers of all kinds of silk goods. Dy Coll
- See also Textile trade
- Silversmithing. See Jewelry trade
- Simple explanation of modern banking customs. Robinson, H. 1910. 332.1R56
- Singer, B. Patent and trade mark laws of the world. 1911. 347.74Si6R
- Trade mark laws of the world, and unfair trade. 1913. 347.74Si6R

- Single tax  
 Fillebrown, C. B. *A B C of taxation, with Boston object lessons, private property in land, etc.* 1909. 336F48
- Marsh, B. C. *Taxation of land values in Amer. cities; the next step in exterminating poverty.* 1911. 336.2M352
- Post, L. F. *Outlines of lectures on the taxation of land values.* 1912. 336.2P84  
 See also Land; Taxation
- Sinking funds  
 Cleveland, F. A. *Funds and their uses.* 1912. 336C59
- Turner, E. H. *Repayment of local and other loans; sinking funds.* 1913. 336T85  
 See also Debts, Public
- Sisal trade. See Textile trade
- Six panics and other essays. Hirst, F. W. 1913. 824H61
- Six-point league, N. Y. city. Advertisers and advertising agents east of Buffalo and Pittsburgh, inclusive. 1915. VF
- Skeels, J. *Cost and price.* 1913. 338Sk2
- Skinner, E. B. *Mathematical theory of investment.* 1913. 332Sk3
- Skinner, E. N. *Mining costs of the world.* 1915. 622Sk3
- Skinner, H. M. *Government revenue, taxation, tariffs.* 1910. (Business, commerce and finance.) 337Sk3
- Skinner, W. R. *Mining manual.* Dy Coll
- Skins. See Hides and skins
- Slater, J. A. *Pitman's commercial encyclopedia and dictionary of business.* 1912. 380Sl1R
- Slough, C. *Practical life insurance salesmanship and ginger talks.* 1913. 368Sl5
- Smelting trade—Directories  
 Copper, lead, tin and zinc smelters. (In Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory.) Great Britain only. Dy Coll
- Smith, A. *Wealth of nations, a new and condensed ed.* 1904. 330Sm511
- Smith, A. M. *Proof-reading and punctuation.* 1905. 655Sm51
- Smith, C. W. *International, commercial and financial gambling in "options and futures."* 1906. 338Sm5
- Smith, H. I. *Financial dictionary.* 1903. 332Sm5
- Smith, J. B. R. *Nature, organization and management of corporations. State of N. J.* 1912. Supplement, Laws of 1913. 347Sm6
- Smith, John R. *Elements of industrial management.* 1915. 658.1Sm6
- Smith, Joseph R. *Industrial and commercial geography.* 1913. 380Sm6
- Ocean carrier. 1908. 387Sm51
- Smith, P. L. *Directory of the trunk, leather goods and umbrella trades of the U. S. and Canada.* Dy Coll
- Smith, R. A. C. *Commerce and other business of the waterways of the state of N. Y.* 1914. 382Sm6R
- Smythe, R. M. *Obsolete Amer. securities and corporations.* 2v. 1904 & 1911. Dy Coll
- Snow, J. W. *Hourly tables of wages.* 1893. 511Sn6
- Snyder, C. *Amer. railways as investments.* 1907. 385Sn9
- Snyder, W. L. *Great speeches by great lawyers.* 1904. 343Sn9
- Social engineering. Tolman, W. H. 1909. 331T582
- Social insurance. See Insurance, Industrial Societies. See Accounting—Societies; Trade and professional organizations
- Society Islands—Directories. See Directories, Foreign
- Soliciting. See Salesmanship
- Solicitors. See Lawyers
- Solomon Islands—Directories. See Directories, Foreign
- Somaliland—Directories. See Directories, Foreign
- Some aspects of the tariff question. Taussig, F. W. 1915. 337T1914
- Some notes on catalog making. Graydon, S. 1909. 655.3G78R
- Some principles and problems of real estate valuation. Bernard, A. D. 1913. 347.2B45
- Some problems in market distribution. Shaw, A. W. 1915. 658.9Sh2
- SoRelle, R. P. *Office training for stenographers.* 1911. 658So6
- Soulé, G. *New science and practice of accounts.* 9th ed. 1911. 657So81
- Soule, R. F. *How to sell hardware.* 2d ed. 1913. 658.5So8
- Hardware window advertising. 1914. 659So8
- Sound investing. Clay, P. 1915. 332C57
- South, The  
 Manufacturers record. Thirty years of southern upbuilding. 1912. 917.5M31R
- South, The—Industries  
 Southern industries; the Tradesman classified directory and buyers' guide. Dy Coll
- South, The—Periodicals  
 Manufacturers record, a monthly newspaper devoted to the industrial, financial, rail-

- road, mining, contracting, engineering, building and general business interests of the South and Southwest
- South Africa**
- Laite's commercial blue book for South Africa, a practical and comprehensive book of reference on South African trade. Dy Coll South African almanack and reference book; the national South African chronicle, gazetteer and year book. Dy Coll
- South Africa—Directories.** See Directories, Foreign
- South African almanack and reference book. Dy Coll
- South America**
- Babson, R. W. Future of South America. 1915. 918B11
- Hirst, W. A. Guide to South America. 1915. 918H61
- South American year book and directory; incorporating the South Amer. railway year book, South Amer. annual and South Amer. blue book; containing general information relating to the ten republics of South Amer., British, Dutch and French Guiana, the Panama canal, the Falkland Islands and Trinidad. Dy Coll  
See also Latin America; Pan American union; Tropics
- South America—Directories.** See Directories, Foreign
- South America—Periodicals**
- The Americas. Nat. city bank of N. Y. Monthly
- Bulletin of the Pan-American union. Monthly
- (La) Hacienda revista mensual ilustrada sobre agricultura, ganaderia e industrias rurales. Monthly
- South American journal. Weekly
- South America—Railroads.** See Railroads—South America
- South American year book and directory. Dy Coll
- South and Central American trade conditions of today. Verrill, A. H. 1914. 382V61
- Southern industries. Dy Coll
- Southwest, The—Periodicals**
- Manufacturers record. A weekly newspaper devoted to the industrial, financial, railroad, mining, contracting, engineering, building and general business interests of the South and Southwest
- Souvenirs. See Novelties
- Spain—Directories.** See Directories, Foreign
- Spalding, H. M. Encyclopedia of business law and forms. 1903. 347Sp1R
- Spanish America. See Latin America
- Spanish commercial correspondence. Kenyon, H. A. 1907. 658K42
- Spanish language—Dictionaries**
- Pan American union. Commercial nomenclature. 2v. 1894. Spanish, Portuguese and English in parallel columns. 380In82R
- Scholl, C. Phraseological dictionary of commercial correspondence in the English and Spanish languages. 1911. 658Sch61R
- Velasquez de la Cadena, M. New pronouncing dictionary of the Spanish and English languages. 1909. 463V54R
- Sparling, S. E. Introduction to business organization. 1906. 658Sp2
- Spearman, F. H. Strategy of great railroads. 1904. 385Sp3
- Spears, J. R. Story of the Amer. merchant marine. 1910. 387Sp3
- Specialty advertising. Bunting, H. S. 1914. 659B88
- Specialty salesman. Selecman, E. H. 1909. 658Se4
- Specie. See Gold Money
- Specifications. See Contractors' supplies; Contracts; Engineering
- Specifications and contracts. Waddell, J. E. L. 1908. 620W11
- Spectacles. See Optical instrument trade
- Spectator company. Fire insurance laws, taxes and fees. 368Sp311
- Industrial life insurance. 1905. 368Sp3
- Life insurance history, 1843-1910. 1911. 368Sp31R
- Speculation**
- Black, W. H. The real Wall street; an understandable description of a purchase, a sale, a "short sale," with forms, definitions, etc. 1908. 332B56
- Bond, F. D. Stock prices; factors in their rise and fall, illustrated with charts. 1911. 332B64
- Brace, H. H. Value of organized speculation. 1913. 332B72
- Conway, T. Investment and speculation; a description of the modern money market and analysis of the factors determining the value of securities. 1911. (Alex. Hamilton inst. Mod. bus. v. 7.) 332C76
- Crump, A. Theory of stock speculation. 1901. (Wall street lib. v. 3.) 332C88
- Gibson, T. Cycles of speculation. 3d ed. 1911. 332G352I
- Gibson, T. Elements of speculation, with a suggestion as to a measure for relief from periodical money stringency. 1913. 332G3522

## Speculation—Continued

- Gibson, T. Pitfalls of speculation. 1906.  
332G352
- Hirst, F. W. Stock exchange; a short history of investment and speculation. 1911.  
332.6H61
- Hollander, J. H. Bank loans and stock exchange speculation. 1911. (Nat. monetary com.)  
332H71
- Moody, J. Art of Wall street investing. 1906.  
332M77
- Nelson, S. A. A B C of options and arbitrage. 1904. (Wall street lib. v. 6.)  
332N3321
- Nelson, S. A. A B C of stock speculation. 1902. (Wall street lib. v. 5)  
332N3322
- Osborne, A. A. Speculation on the N. Y. stock exchange. Sept. 1904-Mar. 1907. 1913.  
332.6Os1
- Rice, G. G. My adventures with your money. 1913.  
332R36
- Selden, G. C. Psychology of the stock market. 1912.  
332.6Se4
- Smith, C. W. International, commercial and financial gambling in "options and futures"; the economic ruin of the world. 1906.  
338Sm5  
See also Brokers; Investments; Market quotations; Panics; Produce trade; Securities; Stock exchange; Stocks; Wall street
- Spencer, E. W. Manual of commercial law. 1898.  
347.7Sp3R
- Spice trade—Directories
- Ukers' tea and coffee buyer's guide to first hands in the tea, coffee, spice and fine grocery trades.  
Dy Coll
- Spicer, E. E. Elementary book-keeping. 1914.  
657Sp41
- Practical auditing. 1911.  
657Sp4
- Spiers and Surenné's French and English pronouncing dictionary. 1887. 443Sp4R
- Sporting goods publishing co. Directory of the sporting goods trade.  
Dy Coll
- Sporting goods trade—Directories
- Sporting goods publishing co. Directory of the sporting goods trade.  
Dy Coll
- Thomas' hardware, sporting goods and kindred trades register; wholesale and retail hardware and sporting goods dealers of the U. S. and Canada.  
Dy Coll  
See also Automobile trade; Harness trade; Horse races
- Sprague, C. E. Accountancy of investment. 1914. (Ronald accounting ser.) 657Sp712
- Bonds as investment securities.  
332Sp7
- Philosophy of accounts. 3d ed. 1910.  
657Sp7
- Text-book of the accountancy of investment. 1910.  
657Sp71
- Sprague, O. M. W. Banking reform in the U. S. 1911.  
332.1Sp7
- History of crises under the nat. banking system. 1910. (Nat. monetary com.)  
332Sp72
- Spratt, C. E. Directory of furniture manufacturers of the U. S.  
Dy Coll
- Standard fire policy. Deitch, G. A. 1905.  
368D36
- Standard of living. See Cost and standard of living
- Standard oil co.
- Tarbell, I. M. History of the Standard oil company. 2v. 1904.  
338T17
- Standard time. See Time
- Standards. See Weights and measures
- Standards of public morality. Hadley, A. T. 1912.  
174H11
- Standards of reasonableness in local freight discriminations. Clark, J. M. 1910.  
385C542
- Starch, I. Principles of advertising. 1910.  
659St2
- State and al taxation. Nat. tax. assoc.  
336.2N21
- State banking before the civil war. Dewey, D. R. 1910.  
332.1D51
- State insurance. See Insurance, State and compulsory
- State publications
- Library of congress. Monthly list of state publications
- States—Maps
- Large scale maps of all the states are on file in the map collection
- States—Statistics
- Nat. and state indebtedness and funds and investments 1870-1913; Taxation and revenue systems of state and local governments, 1912; Nat. and state revenues and expenditures 1913 and 1903 and public properties of states 1913. (In U. S. Bureau of the census. Wealth, debt and taxation. v. 1-2.)
- Statesman's year book.  
310St2R
- Stationery trade—Directories
- Wholesale and retail stationers. (In Lockwood's directory of the paper, stationery and allied trades.)  
Dy Coll  
See also Paper trade
- Statistical averages. Zizek, F. 1913.  
311Z6

## Statistics

Bowley, A. L. Elementary manual of statistics. 1915. 310B68

Bowley, A. L. Elements of statistics. 3d ed. 1907. 311B68

Brinton, W. C. Graphic methods for presenting facts. 1914. (Works management lib.) 311B77

Graphs and statistics in business. (In Lib. of bus. practice. v. 10.) 658L61

King, W. J. Elements of statistical method. 1912. 311K58

Yule, G. U. Introduction to the theory of statistics. 1911. 311Yu9

Zizek, F. Statistical averages a methodological study. 1913. 311Z6

See also Graphic methods; Year books

## Statistics—Periodicals

Quarterly publications of the Amer. statistical assoc.

## Steamboat lines. See Shipping

## Steamboat lines—Directories

Blue book of Amer. shipping marine and naval directory of the U. S. Dy Coll

Exporters' encyclopedia containing information relative to shipments for every country in the world. Dy Coll

List of steamship and steambo ies. (In Bullinger's post office, express and freight guide.) Dy Coll

## Steamboat lines—Timetables

Bullinger's monitor guide; containing detailed information in regard to steamboats, steamships and railway trains. Weekly.

Dy Coll

Journal of commerce and commercial bulletin. Daily

Official guide of the railways and steam navigation lines of the U. S., Porto Rico, Canada, Mexico and Cuba. Monthly.

Dy Coll

## Steamboats. See Ships

Steeb, G. V. Agents' and inspectors' pocket-book of fire protection. 1902. 614.8St3

Steel trade. See Carnegie steel co.; Foundry trade; Iron and steel trade; U. S. steel corporation

## Stenographers

SoRelle, R. P. Office training for stenographers. 1911. 658So6

## Stenography

No books on this subject have been included. The collection numbers over one hundred titles and includes several systems.

Stephens, J. R. Principles of accounting. 1909. 657St4

Sterne, S. Railways in the U. S. 1912. 385St4

Sterrett, J. E. Modern trust company. 1913. 338K63

Stevens, W. S. Industrial combinations and trusts. 1913. 338St4

Stielier's atlas of modern geography. 9th ed. 1909. 912St5R

Stimson, F. J. Popular law-making. 1911. 340St5I

Stock-broker's office organization, management and accounts. Day, J. E. 1912. 332.6D33

Stock companies. See Corporations

## Stock exchange

Conant, C. A. Wall street and the country; a study of recent financial tendencies. 1904. 332C7412

Crump, A. Theory of stock speculation. 1901. (Wall street lib. v. 3.) 332C88

Day, J. E. Stock-broker's office organization, management and accounts. 1912. 332.6D33

Financial review; finance, commerce, railroads. Dy Coll

Greenwood, W. J. Foreign stock exchange practice and company laws of all the chief countries of the world. 1911. 332.6G85

Hirst, F. W. Stock exchange; a short history of investment and speculation. 1911. 332.6H61

See also Bonds; Brokers; Investments; Market quotations; Money; Panics; Produce trade; Securities; Speculation; Stocks; Wall street

## Stock exchange—Germany

Koch, R. German imperial banking laws, together with the German stock exchange regulations. 1910. (Nat. monetary com.) 332.1K81R

## Stock exchange—London

Powell, E. T. Mechanism of the city, an analytical survey of the business activities of the city of London. 1910. 332P87

Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities. The Stock exchange, London.

Dy Coll

## Stock exchange—N. Y. City

Black, W. H. Real Wall street; an understandable description of a purchase, a sale, a "short sale"; with forms, definitions, etc. 1908. 332B56

Campbell, D. Law of stockholders, with reference to transactions for customers on the N. Y. stock exchange. 1914. 332.6C15R

Clews, H. Fifty years in Wall street. 1908. 332C591

- Stock exchange—N. Y. City—Continued  
 Goldman, S. P. Handbook of stock-exchange laws affecting members, their customers, brokers and investors. 1914. 332.G56
- Moody, J. Art of Wall street investing. 1906. 332.M77
- Nelson, S. A. Consolidated stock exchange of N. Y., its history, organization, machinery and methods. 1907. 332.N3324
- Noble, H. G. S. N. Y. stock exchange in the crises of 1914. 1915. VF  
 Osborne, A. A. Speculation on the N. Y. stock exchange. Sept. 1904-Mar. 1907. 1913. 332.6Os1
- Pratt, S. S. Work of Wall street. 1912. 332.P88
- Van Antwerp, W. C. Stock exchange from within. 1913. 332.6V26  
 See also Market quotations; Wall street
- Stock exchange—Paris  
 Vidal, E. History and methods of the Paris bourse. 1910. (Nat. monetary com.) 332.6V66
- Stock exchange from within. Van Antwerp, W. C. 1913. 332.6V26
- Stock exchange laws. Goldman, S. P. 1914. 332.6G56
- Stock exchange official intelligence. Dy Coll
- Stock exchange quotations. See Market quotations
- Stock prices. Bond, F. D. 1911. 332.6B64
- Stocking trade. See Hosiery trade
- Stocks  
 Bond, F. D. Stock prices; factors in their rise and fall, illus. with charts. 1911. 332.6B64
- Withers, H. Stocks and shares. 2d ed. 1911. 332.6W77  
 See also Bonds; Corporations—Securities; Investments; Market quotations; Negotiable instruments; Securities; Speculation; Stock exchange
- Stocks and shares. Withers, H. 1911. 332.6W77
- Stockwell, H. G. Essential elements of business character. 1911. 658St6  
 Net worth and the balance sheet. 1912. 657St6
- Stoddard, W. O. Men of business. 1893. 920St62
- Stoll, A. Winning the trade. 1913. 658.9St6
- Store management—complete. 1911. 658F2411
- Stores. See Business; Department stores; Retail trade
- Story of a bank. Brown, W. H. 1912. 332.1B812
- Story of a street. Hill, F. T. 1908. 917.47H55
- Story of Erie. Mott, E. H. 1908. 625M85R
- Story of great inventions. Burns, E. E. 1910. 608B932
- Story of life insurance. Hendrick, B. J. 1907. 368H38
- Story of the Amer. merchant marine. Spears, J. R. 1910. 387Sp3
- Story-writing and journalism. Cody, S. 1905. 808C641
- Strachan, W. Cost accounts; 3d ed. 1909. 657St8
- Straits Settlements—Directories. See Directories, Foreign
- Strategy of great railroads. Spearman, F. H. 1904. 385Sp3
- Street railroads. See Accounting—Electric railroads; Accounting—Street railroads; Electric railroads; Public service corporations; Public service railway co., Newark, N. J.
- Streets—Directories  
 U. S. post office dept. Street directory of the principal cities of the U. S., embracing letter carrier offices established to April 30, 1908. 5th ed. 1908. Dy Coll
- Streightoff, F. H. Distribution of incomes in the U. S. 1912. 330St83
- Strikes. See Arbitration, Industrial; Labor unions
- Strombeck, J. F. Freight classification. 1912. 385St8
- Strong, C. J. Art of show card writing. 1915. 745.1St8
- Strong, E. K. Relative merit of advertisements. 1911. 659St8
- Sturges, K. M. Amer. chambers of commerce. 1915. 381St92
- Style-book of business English. Hammond, H. W. 1913. 658H18
- Success  
 Cottingham, W. H. Business success. 1908. 658C82
- Fowler, N. C. How to get and keep a job. 1907. 658F82
- Gulick, L. H. Mind and work. 1908. 150G95
- Hall, S. R. How to get a position and how to keep it; with special hints to various classes of applicants. 1908. 658H14
- Hubbard, E. Book of business. 1913. 174H8611
- Marden, O. S. Progressive business man. 1913. 174M33

- Riddell, N. N. Psychology of success and human nature, with 100 suggestions for business and professional men. 1909. 170R43
- Robinson, A. R. Memory and the executive mind. 1912. 150R56
- West, T. D. Efficient man. 1914. 658.1W52  
See also Business; Efficiency, Personal; Vocation, Choice of
- Success in retailing. Butler brothers. 1914. 658.5B97
- Successful advertising. MacDonald, J. A. 1902. 659M14
- Successful selling. Leichter, E. 1914. 658.9L53
- Sudan—Directories. See Directories, Foreign
- Sugar trade—Directories  
Modern sugar planter. Directory of Louisiana sugar planters, embracing all who manufacture sugar and the larger ones who only grow cane; showing capacity, location of every factory and areas in cultivation on the plantations, also the buyers for the sugar factory companies. Dy Coll
- Sugar mills; manufacturers of beet and cane sugar in the U. S. (In Engineering directory.) Dy Coll
- Sullivan, J. W. Markets for the people. 1913. 338.1Su5
- Sullivan, J. J. Amer. business law, with legal forms. 1909. 347Su5
- Amer. corporations. 1910. 347Su51
- Sullivan, T. J. Merchants and manufacturers on trial. 1914. 658.56Su5
- Summary of the law of private corporations. Tompkins, L. J. 1904. 347.1T59
- Sureties. See Insurance, Surety and fidelity
- Surgeons. See Physicians and surgeons
- Survey gazetteer of the British Isles. Bartholomew, J. G. 1914. 914.2B28R
- Svensk industri—och export kalender. Dy Coll
- Swaziland—Directories. See Directories, Foreign
- Sweden—Banks and banking. See Banks and banking—Sweden
- Sweden—Directories. See Directories, Foreign
- Sweetland, C. A. Accounting for clubs, hotels and societies. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10.) 650Am3
- Bank bookkeeping. 1910. 657Sw311
- Bank bookkeeping. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7.) 650Am3
- Brewers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8.) 650Am3
- Department store accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10.) 650Am3
- Insurance accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9.) 650Am3
- Insurance and real estate accounts. 1910. 657Sw31
- Mail order business. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8.) 650Am3
- Publishers' and printers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7.) 650Am3
- Real estate accounting. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9.) 650Am3
- Retailers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8.) 650Am3
- Science of loose leaf bookkeeping and accounting. 1902. 657Sw3
- Stockbrokers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5.) 650Am3
- Sweet's catalogue of building construction. Dy Coll
- Sweet's engineering catalogue. Dy Coll
- Swett, A. E. Principles of the mail order business. 6th ed. 658Sw4
- Switzerland—Banks and banking. See Banks and banking—Switzerland
- Switzerland—Directories. See Directories, Foreign
- Symon, J. D. Press and its story. 1914. 070Sy6
- Symonds, B. Life insurance examinations. 1905. 368Sy6
- System company. Business correspondence library. 3v. 1911. 658Sy812
- Systematic indexing. Kaiser, J. 1911. 029K12

## T

- Tables showing the prices of 2, 3, and 4 per cent bonds. McCoy, J. S. 1908. 332M132
- Tabloid systems. Beach, E. H. 1906. 658B35
- Taft, W. H. Anti-trust act and the supreme court. 1914. 338T12
- Talbot, F. A. Railway conquest of the world. 1911. 625T14
- Talks by the old storekeeper. Farrington, F. 1906. 658F24
- Tanning trade—Directories  
Shoe and leather reporter annual; shoes, leather, findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world. Dy Coll
- Tanners of sole, upper, harness, belting, glove and other leathers. (In Hide and leather's year book and directory.) Dy Coll

- Tarbell, I. M. History of the Standard oil co.  
2v. 1904. 338T17
- Tariff in our times. 1911. 337T17
- Tariff**
- Barker, J. E. 101 points against free trade. 1909. 337B24
  - Bastable, C. F. Theory of international trade, with some of its applications to economic policy. 4th ed. 1903. 382B29
  - Brigdman, R. L. Passing of the tariff. 1909. 337B76
  - Brown, H. G. International trade and exchange; a study of the mechanism and advantages of commerce. 1914. 330B81
  - Dewey, D. R. Financial history of the U. S. 4th ed. 1912. 336.7D51
  - Eaton, A. M. Free trade vs. protection. 1913. 337Ea8
  - Fisk, G. M. International commercial policies, with special reference to the U. S. 1907. 380F54
  - Higginson, J. H. Tariffs at work; an outline of practical tariff administration with reference to the U. S. and Canada. 1913. 337H53
  - Hornbeck, S. K. Most-favored-nation clause in commercial treaties, its function in theory and in practice and its relation to tariff policies. 1910. 380H78
  - Mathews, F. Taxation and the distribution of wealth. 1914. 336.2M42
  - Pierce, F. Tariff and the trusts. 1907. 337P61
  - Robertson, J. M. Trade and tariffs. 1908. 337R542
  - Skinner, H. M. Government revenue, taxation, tariffs. 1910. (Business, commerce and finance). 337Sk3
  - Tarbell, I. M. Tariff in our times. 1911. 337T17
  - Taussig, F. W. Some aspects of the tariff question. 1915. 337T194
  - Taussig, F. W. Tariff history of the U. S. 6th ed. 1914. 337T19
  - U. S. Bureau of foreign and domestic commerce. Foreign tariff notes. VF
  - Vandegrift, F. B. & co. Handbook of the U. S. tariff, containing the Tariff act of 1913, with complete schedules of articles with rates of duty and paragraph of law; also, law on the administration of the customs service, with a list of articles on which drawback rates have been established. 3d ed. 1914. 337V28R  
See also Balance of trade; Commerce; Commercial treaties; Economics; Taxation
- Tariff—Foreign**
- Commerce reports. U. S. Bureau of foreign and domestic commerce. Daily
- Tariff—Periodicals**
- Foreign tariff notes. U. S. Bureau of foreign and domestic commerce. Quarterly
  - Quarterly statement of imported merchandise entered for consumption in the U. S. and duties collected thereon. U. S. Bureau of foreign and domestic commerce
- Tariff—Year books**
- Tariffs of all nations. (In Shipping world year book.) Dy Coll
- Tariff and the trusts.** Pierce, F. 1907. 337P61
- Tariff history of the U. S.** Taussig, F. W. 1914. 337T19
- Tariff in our times.** Tarbell, I. M. 1911. 337T17
- Tariffs at work.** Higginson, J. H. 1913. 337H53
- Tasmania—Directories.** See Directories, Foreign
- Tate's modern cambist. Easton, H. T. 1912. 332Ea7R
- Taussig, F. W. Inventors and money-makers. 1915. 601T19
- Principles of economics. 2d ed. 1915. 2v. 330T19
- Some aspects of the tariff question. 1915. 337T1914
- Tariff history of the U. S.** 6th ed. 1914. 337T19
- Tax exempt and taxable investment securities.** Wrightington, S. R. 1913. 336.2W93
- Taxation**
- Bender's war revenue law 1914. 1914. 336.2B43R
  - Black, C. C. Law of taxation with special reference to its application in the state of N. J., incl. decisions of the U. S. Supreme court, the state courts, and statutes of N. J. 2d ed. 1906. 336.2B56R
  - Fillebrown, C. B. A B C of taxation, with Boston object lessons, private property in land, and other essays and addresses. 1909. 336F48
  - Fillebrown, C. B. Taxation. 1914. 336.2F48
  - Jones, R. Nature and first principles of taxation. 1914. 336.2J72
  - Lyon, W. H. Principles of taxation. 1914. 336.2L99
  - Mathews, F. Taxation and the distribution of wealth. 1914. 336.2M42

- Means, D. M. Methods of taxation compared with the established principles of justice. 1909. 336M46
- National tax association. State and local taxation; national conference. 336.2N21
- Skinner, H. M. Government revenue, taxation, tariffs. 1910. (Business, commerce and finance.) 337Sk3
- Taxation and revenue systems of state and local governments, 1912; Assessed valuation of property and amounts and rates of levy 1860-1912. (In U. S. Bureau of the census. Wealth, debt and taxation, v. 1.)
- U. S. Bureau of corporations. Taxation of corporations; report on the system of taxing manufacturing, mercantile, transportation and transmission corporations. 6v. 1909-1915. VF
- Usher, T. B. Assessor's manual. 1911. 336.2Us3R
- Usher, T. B. Duties of collectors under the tax laws of N. J. 1911. 336.2Us31R
- Weston, S. F. Principles of justice in taxation. 1903. 336.2W52
- Wrightington, S. R. Tax exempt and taxable investment securities; a summary of the laws of all the states and the District of Columbia relating to the taxation of securities from the standpoint of the banker and investor. 1913. 336.2W93
- See also Appraising; Economics; Finance; Income tax; Land; Municipal finance; Single tax; Tariff
- Taxation—Periodicals**
- Internal revenue review; devoted to the interest of the taxpayer under the internal revenue laws and regulations and of officers and employees of the Internal revenue service. Monthly
- Single tax review; a bi-monthly record of the progress of single tax and tax reform throughout the world.
- Taxation and the distribution of wealth. Mathews, F. 1914. 336.2M42
- Taxation of land values. Post, L. F. 1912. 336.2P84
- Taxation of land values in Amer. cities. Marsh, B. C. 1911. 336.2M352
- Taxicab trade. See Automobile trade
- Taylor, F. W. Concrete costs. 1912. 692T21
- On the art of cutting metals. 1906. 621.9T21
- Principles of scientific management. 1914. 658.1T21
- Shop management. 1912. 658.1T21
- Taylor, H. C. What a salesman should know. 1913. 658.9T21
- Taylor, J. S. Handbook of vocational education. 1914. 371.4T21
- Taylor, W. G. L. Credit system. 1913. 332.7T21
- Tea trade—Directories**
- Uker's tea and coffee buyer's guide to first hands in the tea, coffee, spice and fine grocery trades. Dy Coll
- Technique of indexing. Petherbridge, M. 1904. 029P44
- Technology and industrial efficiency. Congress of technology, Boston. 1911. 600C76
- Telegraph—Rates**
- Postal telegraph-cable co. List of offices, revised tariff, instructions and rules. Dy Coll
- Telegraph rates from N. Y., Philadelphia, Boston to all principal cities in the U. S. and Canada. (In Getzler's transportation rates 1914-15.) Dy Coll
- Western union telegraph co. Tariff book. Dy Coll
- Telegraph codes**
- Internat. cable directory co. Internat. cable register of the world in conjunction with Western union telegraphic code system. Dy Coll
- Lieber, B. F. Lieber's five letter Amer. telegraphic code. 1915. Dy Coll
- Lieber, B. F. Standard telegraphic code. 1896. Dy Coll
- Thue, W. C. A B C universal commercial electric telegraph code, specially adapted for the use of financiers, merchants, ship-owners, underwriters, engineers, brokers, agents, etc., improved by the addition of five-letter codewords opposite the full codewords. 5th ed. 1915. Dy Coll
- Western union telegraphic code. Universal ed. 1900. Dy Coll
- Telegraph companies.** See Public service corporations
- Telephone—Rates**
- Telephone exchange rates. (In U. S. Bureau of the census. Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems, 1912-1915.)
- Telephone rates from N. Y., Philadelphia, Boston, to all principal cities in the U. S. and Canada. (In Getzler's transportation rates. 1914-15.) Dy Coll
- Telephone directories.** See Directories, Telephone
- Telephone industry—Accounting.** See Accounting—Telephone industry

## Telephone industry—Directories

Telephony's directory of the telephone industry. Includes independent companies, Bell information, telegraph and cable companies, nat. and state public service commissions and a directory for telephone apparatus and accessories. Dy Coll  
Telephony's directory of the telephone industry. Dy Coll

Teller, W. P. First book in business methods. 1911. 658T23

Tenants. See Landlord and tenant

## Tent trade—Directories

Awning, sail, tent and flag manufacturers. (In Dockham's Amer. report and directory). Dy Coll

Awning, tent and sail makers incl. tarpaulin manufacturers. (In Davison's cordage, twine and duck trade of the U. S. and Canada.) Dy Coll

Tenure of land. See Land

Testators. See Administration of estates

Textile trade. See Cotton compressors; Cotton gins; Cotton goods trade

## Textile trade—Directories

Davison's cordage, twine and duck trade of the U. S. and Canada; incl. cotton, silk, linen, flax, hemp, jute, manila and sisal; with jobbers, manufacturers' agents, city offices, selling agents. Dy Coll

Davison's hosiery and knit goods trade; manufacturers' agents, city offices and salesrooms of mills with selling agents. Dy Coll

Davison's silk trade; a directory of the silk manufacturers of the U. S. and Canada. Dy Coll

Davison's textile blue book, U. S. and Canada; cotton, woolen, silk, jute, flax and linen manufacturers, dyers, bleachers and print works, commission merchants, converters and brokers; cotton, wool, hair, waste and rag dealers; raw, thrown and spun silk dealers; classified directory of cotton and woolen mills and a textile supply directory. Dy Coll

Official Amer. textile directory; containing reports of all the textile manufacturing establishments in the U. S. and Canada; together with the yarn trade index and lists of concerns in lines of business selling to or buying from textile mills. Dy Coll

Thacker's directory of the chief industries of India, Ceylon and the Straits Settlements. Dy Coll

## Theatres—Directories

Hill, G. Nat. theatrical directory; containing theatres, billing, hotels, theatrical managers, producers and booking agents; vaudeville theatres, agencies, acts and performers; moving picture houses and film exchanges; list of representative attorneys, etc. Dy Coll

Theory and practice of advertising. Scott, W. D. 1908. 659Sc03

Theory and practice of advertising. Wagensesller, G. W. 1902. 659W12

Theory and practice of estate accounting. Baugh, F. H. 1912. 657B32

Theory of accounts. Tipson, F. S. 1913. 657T49

Theory of Amer. values. Harper, A. 1914. 332.6H23

Theory of business enterprise. Veblen, T. B. 1904. 658V49

Theory of interest. Hoag, C. G. 1914. 332.8H65

Theory of international trade. Bastable, C. F. 1903. 382B29

Theory of stock speculation. Crump, A. 1901. 332C88

There's money in your show window. National cash register co. 1913. VF

Thirty years of southern upbuilding. Manufacturers record. 1912. 917.5M31R

Thomas' Amer. machinery, iron, steel and metal trades reference book. Dy Coll

Thomas' drug trades reference book. Dy Coll

Thomas' hardware, sporting goods and kindred trades register. Dy Coll

Thomas' register of Amer. manufacturers and first hands in all lines. Dy Coll

Thomas' wholesale grocery and kindred trades register. Dy Coll

Thompson, C. N. Treatise on the law of building and loan associations, with forms. 2d ed. 1899. 334T371

Thompson, C. B. Bibliography of scientific management. 1915. VF

Scientific management. 1914. 658.1T37

Thompson, E. P. How to make inventions. 1891. 608T37

Thompson, J. J. Social insurance. 1914. 331.82T37

Thompson, S. Cost, capitalization and estimated value of Amer. railways. 3d ed. 1908. 385T371

Railway statistics of the U. S. VF

Thompson, S. E. Concrete costs. 1912. 692T21

- Thompson, W. A. Modern show card lettering, designs and advertising phrases. 1913. 745.1T37
- Thorne, W. W. Twentieth century book-keeping and business practice. 1904. 657T39
- Thornton, F. W. Brewery accounts. 1913. (Ronald accounting ser.) 657T392
- Thorpe, M. Coming newspaper. 1915. 070T39
- Thoughts on business. Warren, W. P. 1907. 658W252
- Thue, W. C. A B C universal commercial electric telegraph code. 5th ed. 1915. Dy Coll
- Thwing, C. F. College training and the business man. 1904. 378T4212
- Tillyard, F. Banking and negotiable instruments. 1914. 332T46  
Goodwill and its treatment in accounts. 3d ed. 1906. 657D5612
- Time  
Dividing points, standard time section. (In Official guide of the railways and steam navigation lines of the U. S.) Dy Coll
- Time tables. See Electric railroads—Guides; Railroads—Time tables; Steamboat lines—Time tables
- Tin plate trade. See Iron and steel trade
- Tindall, W. B. Manufacturers' accounts. 1904. 657Ed2
- Tipper, H. and others. Advertising; its principles and practice. 659T49
- Tipper, H. New business. 1914. (Assoc. adv. clubs of the world.) 658T49
- Tipson, F. S. Theory of accounts. 2d ed. 1913. 657T49
- Title insurance. See Insurance, Title
- Titles (land). See Land titles
- Tobacco trade—Directories  
New tobacco trade directory, comp. by N. W. Mead. Incl. cigar and tobacco manufacturers, leaf tobacco dealers, wholesale dealers and jobbers, company stores, cigar and tobacco brokers and cigar box manufacturers. Dy Coll
- Tolman, W. H. Safety. 1913. 331.82T58  
Social engineering. 1909. 331T582
- Tompkins, L. J. Law of commercial paper. 1913. 347.7T59R
- Summary of the law of private corporations. 1904. 347.1T59
- Toothaker, C. R. Commercial raw materials. 1905. 380T61
- Torrens system  
Cameron, A. G. Torrens system; its simplicity, serviceability and success. 1915. 347.2C14
- See also Conveyancing
- Toulmin, H. A. City manager; a new profession. 1915. 351T64
- Toy buyer's guide. Dy Coll
- Toy trades—Directories  
Rousset, C. Annuaire de la quincaillerie et des metaux. A classified directory of the hardware and metal goods trades of the world. Dy Coll
- Toy buyer's guide; Amer. toy firms. Dy Coll
- Trade. See Business; Commerce; Produce trade; also names of trades listed under Manufacturers—Directories
- Trade and professional organizations  
Societies and associations. (In Brooklyn daily eagle almanac.) 310B79R
- Societies and associations, commercial and social; societies, learned, scientific and technical. (In Universal electrical directory.) Dy Coll
- Accountants. Amer. assoc. of public accountants. Year book. 657Am3
- Architects. Architectural societies and organizations of the world. (In Architects directory and specification index.) Dy Coll
- Automobile trade. National automobile and allied organizations. (In Automobile trade directory.) Dy Coll
- Banking. Bankers' associations. (In Bankers' register.) Dy Coll
- Banking. Constitution, by-laws, list of officers, members of the Amer. bankers' assoc. (In Amer. bankers' assoc. Proceedings of the annual convention.) 332Am33R
- Canning trade. Lists of members of the canning machinery and supplies assoc. and the Nat. canned foods and dried fruit brokers assoc. (In Nat. cannery associations. Cannery directory.) Dy Coll
- Coal industry. Associations connected with coal, iron, steel, tinplate, engineering and allied trades. (In Ryland's colliery, iron, steel, tinplate, engineering and allied trades directory.) Great Britain only. Dy Coll
- Coffee trade. Tea, coffee and spice associations. (In Uker's tea and coffee buyer's guide.) Dy Coll
- Credit. Officers, directors and standing special committees of the Nat. assoc. of credit men; officers of the affiliated

## BUSINESS BOOKS

- Trade and professional organizations—*Cont.*  
 branches; adjustment bureaus and credit interchange bureaus conducted by local credit men's associations. (In Bulletin Nat. assoc. of credit men.)
- Dentistry. Nat. and interstate associations and societies relating to dentistry. (In Polk's dental register and directory of the U. S. and Canada.) Dy Coll
- Drug trade. Nat. drug associations of the U. S. and Canada, state pharmaceutical associations, active associations of retail druggists. (In Era druggists directory.) Dy Coll
- Education. Educational associations and societies. (In Patterson's Amer. educational directory.) Dy Coll
- Education. International associations of education, Amer. educational associations, state federation of women's clubs. (In U. S. Bureau of education. Educational directory.) Dy Coll
- Electric industries. Directory of electrical associations. (In McGraw electrical directory; lighting and power edition.) Dy Coll
- Electric railway industry. Electric railway associations. (In McGraw electrical directory; electric railway edition.) Dy Coll
- Embroidery trade. Embroidery and lace manufacturers' associations. (In O. K. guide of embroidery and laces.) Dy Coll
- Fertilizer trade. Nat. fertilizer association, officers and committees. (In Amer. fertilizer handbook.) Dy Coll
- Fire marshals. Underwriters' organizations and state fire marshals' assoc. of North Amer. (In Insurance year book; fire and marine.) Dy Coll
- Florists. Horticultural, florists, seeds-men and nurserymen societies and associations. (In Amer. florist company's directory.) Dy Coll
- Gas industry. Gas associations and members. (In Brown's directory of Amer. gas companies.) Dy Coll
- Glass trade. List of glass manufacturers' and workers' organizations. (In Gauding, H. W. Complete directory of glass factories in the U. S. and Canada.) Dy Coll
- Grocery trade. Associations of wholesale grocers. (In Thomas' wholesale grocery and kindred trades register.) Dy Coll
- Hat trade. Hat trade associations. (In Amer. hatter trade directory.) Dy Coll
- Horticulture. Horticultural, florists, seeds-men and nurserymen societies and associations. (In Amer. florist company's directory.) Dy Coll
- Horticulture. Nat., state and district associations of nurserymen and horticultural organizations. (In Amer. fruits year book.) Dy Coll
- Insurance. Insurance societies and associations in N. Y. and N. J. (In Insurance directory of the states of N. Y. and N. J.) Dy Coll
- Insurance. Life underwriters' associations. (In Insurance year book; life, casualty and miscellaneous.) Dy Coll
- Insurance. Underwriters' organizations and state fire marshals associations of North Amer. (In Insurance year book; fire and marine.) Dy Coll
- Lace trade. Embroidery and lace manufacturers' associations. (In O. K. guide of embroidery and laces.) Dy Coll
- Law. Bar associations in N. J. (In N. J. lawyers' diary and bar directory.) Dy Coll
- Leather trade. Trade organizations. (In Hide and leather's year book and directory.) Dy Coll
- Leather trade. Trade organizations and officers of the same in the shoe, leather and allied trades. (In Shoe and leather reporter annual.) Dy Coll
- Machinery trade. Trade associations and membership list of Amer. supply and machinery manufacturers' assoc. (In Engineering directory.) Dy Coll
- Medicine. National and interstate associations and societies relating to medicine and surgery. (In Polk's medical register and directory of North Amer.) Dy Coll
- Metal trade. Associations connected with the coal, iron, steel, tinplate, engineering and allied trades. (In Ryland's colliery, iron, steel, tinplate, engineering and allied trades directory.) Great Britain only. Dy Coll
- Navy. Members of various organizations made up from the navy and merchant marine. (In Blue book of Amer. shipping.) Dy Coll
- Nurserymen. Horticultural, florists, seeds-men and nurserymen societies and associations. (In Amer. florist company's directory.) Dy Coll

- Nurserymen. Nat., state and district associations of nurserymen and horticultural organizations. (In Amer. fruits year book.) VF  
Opticians. Optical societies. (In Blue book of optometrists and opticians.) By Coll  
Osteopathy. Amer. osteopathic assoc. Directory of members; directory of regularly graduated osteopathic physicians not members. By Coll  
Piano trade. Constitutions, by-laws and members of manufacturers', dealers' and tuners' nat. associations. (In Piano trade directory of the U. S.) By Coll  
Paper trade. British and foreign paper trade associations. (In Paper makers' directory of all nations.) By Coll  
Paper trade. List of paper trade associations with names of officers. (In Lockwood's directory of the paper and stationery trades.) By Coll  
Railroading. Associations of railroad officers. (In Pocket list of railroad officials.) By Coll  
Rubber trade. Rubber trade organizations, U. S., Canada and foreign countries. (In Rubber trade directory of the world.) By Coll  
Secret societies. Secret society publications. (In Amer. newspaper annual). By Coll  
Seeds-men. Horticultural, florists, seeds-men and nurserymen societies and associations. (In Amer. florist company's directory.) By Coll  
Shipowners' trade defence association. (In Lloyd's register of shipping. 3v.) By Coll  
Shipping. Associations for the promotion of export trade. (In Amer. exporter's export trade directory.) By Coll  
Shipping. Members of various organizations made up from the navy and merchant marine. (In Blue book of Amer. shipping.) By Coll  
Shipping. Shipowners' associations. (In Shipping world year book.) By Coll  
Shipping. Shipping associations. (In Directory of shipowners, shipbuilders and marine engineers.) By Coll  
Shoe trade. Trade organizations and officers of the same in the shoe, leather, and allied trades. (In Shoe and leather reporter annual.) By Coll  
Spice trade. Tea, coffee and spice associations. (In Uker's tea and coffee buyer's guide.) By Coll  
Tea trade. Tea, coffee and spice associations. (In Uker's tea and coffee buyer's guide.) By Coll  
Telephone industry. Nat. and state telephone associations. (In Telephony's directory of the telephone industry.) By Coll  
Textile trade. Textile associations of the U. S. and Canada. (In Official Amer. textile directory.) By Coll  
See also Commercial associations  
Trade and tariffs. Robertson, J. M. 1908. 337R542  
Trade. Balance of. See Balance of trade  
Trade directories. See Directories, Trade, professional and miscellaneous  
Trade directory of lithographers. By Coll  
Trade marks  
Dicksee, L. R. Goodwill and its treatment in accounts. 3d ed. 1906. 657D5612  
Elfreth, W. H. Patents, copyrights and trade marks. 1913. 608El2  
Munn & co. Trade marks; trade names; for the business man. 1912. 608M92  
Rogers, E. S. Goodwill, trademarks and unfair trading. 1914. 347.7R63  
Singer, B. Patent and trademark laws of the world. 1911. 347.74Si6R  
Singer, B. Trade mark laws of the world, and unfair trade. 1913. 347.74Si61R  
See also Patents; Watermarks  
Trade marks—Directories  
Amer. trade name index. (In Thomas' register of Amer. manufacturers). By Coll  
Directory of cement brands and foreign brands on the Amer. market. (In Directory of Amer. cement industries.) By Coll  
Index to brands, trade marks and trade names. (In Ryland's colliery, iron, steel, tinplate, engineering and allied trades.) By Coll  
Index to pig iron brands. (In Amer. iron and steel assoc. Directory to the iron and steel works of the U. S.) By Coll  
Index to trade names. (In Sweet's catalogue of building construction). By Coll  
Index to trade names of products used by railroads. (In MacRae's blue book.) By Coll  
India-rubber trade marks, trade names and brands used by rubber manufacturers in the U. S. and Canada. (In Rubber trade directory of the world.) By Coll

## Trade marks—Directories—Continued

List of brands of cement companies. (In Cement era. Directory of cement, gypsum and lime manufacturers.) Dy Coll

Prescription and blind medical advertisements, comp. by the Newspaper representatives assoc. of Chicago. (In Six-point league, N. Y. City. Advertisers and advertising agents east of Buffalo and Pittsburgh, inclusive, 1915.) VF

Special brands; a list of trade mark names in general use in the hat trade. (In Amer. hatter trade directory.) Dy Coll

Specialties—electric, and trade marks. (In Universal electrical directory.) Dy Coll

Trade marks and brands. (In Kelly's directory of merchants, manufacturers and shippers of the world.) Dy Coll

Trade names. (In Sweet's engineering catalogue.) Dy Coll

## Trade marks—Periodicals

Official gazette of the U. S. patent office; containing patents, trade-marks, designs and labels. Weekly

Trade morals. Page, E. D. 1914. 170P14

Trade of the world. Whitley, J. D. 1913. 380W57

## Trade periodicals

Industrial arts index; a cumulative index to engineering and trade periodicals. 5 times yearly.

Trade union woman. Henry, A. 1915. 396.5H39

Trade unions. See Labor unions

## Trades

Assoc. adv. clubs of the world—Educational research committee. Report of the merchandising investigation. 1915. 658As7 1916. VF

See also Business; Manufacturers; Occupations

Trades and professions. Palmer, G. H. 1915. 371.1P18

Traffic library. Amer. commerce association. 380Am3

For contents see main entry.

## Transportation

Johnson, E. R. Amer. railway transportation. 1912. 656J622

Johnson, E. R. Elements of transportation; a discussion of steam railroad, electric railway and ocean and inland water transportation. 1909. 380J62

McPherson, L. G. Transportation in Europe. 1910. 385M2411

Rankin, G. A. Amer. transportation system; a criticism of the past and the present, and a plan for the future. 1909. 385R16

Raper, C. L. Railway transportation; a history of its economics and of its relation to the state. 1912. 385R18

U. S.—Bureau of corporations. Report of the commissioner of corporations on transportation, by water in the U. S. 3v. 1909-10. 387Un32

See also Canals; Commerce; Electric railroads; Forwarders; Freight and freightage; Harbors; Inland navigation; Marketing of farm products; Merchant marine; Railroads; Shipping; Steamboat lines.

## Transportation—Periodicals

Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of America. Monthly Public service corporations; electricity, gas, water, telephone, transportation. Monthly Trade and transportation; a monthly journal of Amer. trade in its relation to transportation

## Transportation companies—Directories

Transportation companies and car lines. (In Pocket list of railroad officials.) Dy Coll

Transportation in Europe. McPherson, L. G. 1910. 385M2411

Transvaal—Directories. See Directories, Foreign

Traveling bag trade. See Trunk and traveling bag trade

Traveling salesmen. See Commercial travelers

Treasury. See Independent treasury

## Treaties

U. S.—Treaties, etc. Treaties, conventions, international acts, protocols and agreements between the U. S. of Amer. and other powers, 1776-1913. 3v. 1910-13. 341.2Un3R

See also Commercial treaties; International law

Trezise, F. J. Typography of advertising. 1911. 655.2T7211R

## Trials

Clinton, H. L. Celebrated trials. 1897. 343C61

Snyder, W. L. Great speeches by great lawyers. 1904. 343Sn9

- Tribune almanac and political register. 310T73R
- Trimming trade. See Textile trade
- Trinidad—Directories. See Directories, Foreign
- Tripoli—Directories. See Directories, Foreign
- Trolley lines. See Electric railroads—Guides
- Tropics
- Adams, F. V. Conquest of the tropics; the story of the creative enterprises conducted by the United fruit co. 1914. 634Ad1
- Trucks, Motor. See Automobile trade
- Trunk and traveling bag trade—Directories
- Smith, P. L. Directory of the trunk, leather goods and umbrella trades of the U. S. and Canada; comprising manufacturers of and retail dealers in trunks, traveling bags, suit cases, hand bags, fancy leather goods, umbrellas, parasols and canes; the wholesale trade and the supply trade. Dy Coll
- Trust companies
- Barnett, G. E. State banks and trust companies since the passage of the National bank act. 1911. (Nat. monetary com.) 332.1B26
- Herrick, C. Trust companies; their organization, growth and management. 1909. 332H43
- Kirkbride, F. B. Modern trust company, its functions and organization. 4th ed. 1913. 338K63
- Perine, E. T. Amer. trust companies; their growth and present wealth. 1909. 332P41  
See also Banks and banking
- Trust companies—Directories
- U. S. mortgage and trust co. Trust companies of the U. S. incl. Canada, Hawaii and Cuba; statements of condition, names of officers and directors, stock quotations, dividend rates, other statistics. Dy Coll
- Trust companies—Periodicals
- Investment bankers assoc. of Amer. bulletin. Monthly
- Trust companies. Monthly
- Trust companies of the U. S. U. S. mortgage and trust co. Dy Coll
- Trust finance. Meade, E. S. 1903. 338M46
- Trust problem. Durand, E. D. 1915. 338.8D93
- Trustees. See Accounting—Administration of estates; Administration of estates

## Trusts

- Brown, W. J. Prevention and control of monopolies. 1914. 338B81
- Clark, J. B. Control of trusts. 1912. 338C54
- Dewing, A. S. Corporate promotions and reorganizations. 1914. 338.8D51
- Durand, E. D. Trust problem. 1915. 338.8D93
- Fay, C. N. Big business and government. 1912. 338F29
- Haney, L. H. Business organization and combination; an analysis of the evolution and nature of business organization in the U. S. and a tentative solution of the corporation and trust problems. 1913. 338.8H19
- Knauth, O. W. Policy of the U. S. towards industrial monopoly. 1914. 338.8K72
- Lawson, T. W. Frenzied finance. 1905. 338L44
- Lloyd, H. D. Lords of industry. 1910. 338L77
- Meade, E. S. Trust finance; a study of the genesis, organization and management of industrial combinations. 1903. 338M46
- Moody, J. Truth about the trusts; a description and analysis of the Amer. trust movement. 1904. 338M77
- Pierce, F. Tariff and the trusts. 1907. 337P61
- Prentice, E. P. Federal power over carriers and corporations. 1907. 338P91
- Ripley, W. Z. Trusts, pools and corporations. 1905. 338R48
- Russell, C. E. Business; the heart of the nation. 1911. 338R91
- Stevens, W. S. Industrial combinations and trusts. 1913. 338S74
- Taft, W. H. Anti-trust act and the supreme court. 1914. 338T12
- Van Hise, C. R. Concentration and control; a solution of the trust problem in the U. S. 1912. 338V311
- Wyman, B. Control of the market; a legal solution of the trust problem. 1911. 347W98
- Yuille, G. A. Confessions of a trust magnate. 1912. 338Y9
- See also Capital; Carnegie steel co.; Coal industry; Competition; Corporation law; Corporations; Federal trade commission; Iron and steel industry; Monopolies; Standard oil co.; U. S. steel corporation

- Trusts, pools and corporations. Ripley, W. Z.  
1905. 338R48
- Truth about the railroads. Elliott, H. 1913.  
385El5
- Truth about the trusts. Moody, J. 1904.  
338M77
- Tucker, G. F. Income tax law of 1913. 1913.  
336.2T79R
- Tucker, J. I. Contracts in engineering. 1910.  
620T79
- Tunis—Directories. See Directories, Foreign
- Turkestan—Directories. See Directories, Foreign
- Turkey in Asia—Directories. See Directories, Foreign
- Turkey in Europe—Directories. See Directories, Foreign
- Turks Island—Directories. See Directories, Foreign
- Turner, E. H. Repayment of local and other loans. 1913. 336T85
- Turning him down. Lawrence, H. C. 1908.  
658L43
- Twelve principles of efficiency. Emerson, H.  
1912. 658.1Em31
- Twentieth century book-keeping and business practice. Thorne, W. W. 1904. 657T39
- Twentieth century hat factory. Mills, D. C.  
1910. 687M62
- Twenty-five years in the mail order business. Lee, J. 1902. 658L51
- Twine trade. See Cordage trade
- Two thousand points for financial advertising. MacGregor, T. D. 1915. 659M171
- Twyford, H. B. Purchasing. 1915. 658.9T94
- Tyler, E. A. Insurance companies' accounts. 1905. (Accountants' lib. v. 36.) 368T97
- Typewriting  
No books on this subject or on shorthand have been included. The collection numbers over one hundred titles and includes several systems
- Typography of advertising. Trezise, F. J.  
1911. 655.2T7211R

## U

- Uganda—Directories. See Directories, Foreign
- Uker's tea and coffee buyer's guide. Dy Coll
- Umbrella and cane trade—Directories  
Manufacturers of and retail dealers in umbrellas, parasols and canes. (In Smith, P. L. Directory of the trunk, leather goods and umbrella trades.) Dy Coll
- Unckless, L. How to find manufacturing costs and selling costs. 1909. 657Un1
- Underwear trade—Directories  
Davison's hosiery and knit goods trade. Dy Coll
- Underwear manufacturers. (In Dockham's Amer. report and directory.) Dy Coll
- Underwood, J. H. Distribution of ownership. 1907. 331Un2
- Underwriters. See Trade and professional organizations—Insurance
- Unemployment insurance. See Insurance, Unemployment
- Unions, Labor. See Labor unions
- U. S. Government publications. The Main Library is a designated depository library and receives all public documents allowed to be distributed. This has been estimated at 1000 books a year or fifty feet of shelf space. The Business Branch is a depository for many departmental publications and keeps on file the latest price lists of all government publications and the monthly catalog of U. S. public documents.
- U. S.—Banks and banking. See Banks and banking—U. S.
- U. S.—Biography  
Who's who in America; a biographical dictionary of notable living men and women of the U. S. 1910. Dy Coll
- U. S.—Bureau of corporations  
Report of the commissioner of corporations on transportation by water in the U. S. 1909-10. 3v. 387Un32
- Taxation of corporations. 6v. 1909-15. VF
- U. S.—Bureau of education. Educational directory. Dy Coll
- Public, society and school libraries. 1915. VF
- U. S.—Bureau of foreign and domestic commerce  
Commerce reports. Daily. Use is made of the consular service to obtain reports on the current development of the trade of foreign countries and opportunities for the sale abroad of articles produced in the U. S.
- Commercial organizations of the U. S. 1915. VF
- Commercial travelers in foreign countries. 1904. VF
- Directory of Amer. sawmills. Dy Coll
- Foreign commerce and navigation of the U. S.
- Foreign publications for advertising Amer. goods. 1913. VF

- Foreign tariff notes. VF
- Packing for export; suggestions for preparation of Amer. merchandise for shipment to foreign countries. 1911. 382Un36
- Statistical abstract of the U. S. 317Un34R
- Trade directory of Central Amer. and the West Indies. Dy Coll
- Trade directory of South Amer. for the promotion of Amer. export trade. Dy Coll
- World trade directory for the promotion of Amer. export trade. Dy Coll
- U. S.—Bureau of labor statistics. Monthly review
- U. S.—Bureau of navigation
- Annual list of merchant vessels of the U. S. Dy Coll
- Navigation laws of the U. S. 1915. 347.7Un3R
- U. S.—Bureau of the census
- Benevolent institutions. 1910. Dy Coll
- Central electric light and power stations and street and electric railways, with summary of the electric industries. 1912, 1915. Final report of the 13th census. 1910-1915. IIv.
- Population: general report and analysis. v. I
- Population: reports by states with statistics for counties, cities and other civic divisions. v. 2-3
- Occupation statistics. v. 4
- Agriculture: general report and analysis. v. 5
- Agriculture: reports by states with statistics by counties. v. 6-7
- Manufactures: general report and analysis. v. 8
- Manufactures: reports for principal industries. v. 9-10
- Mining. v. 11
- Financial statistics of cities having a population of over 30,000. 1910. 1913. 317Un325R
- General statistics of cities having a population of over 30,000. 1909. 1913. 317Un3214R
- Official register of the U. S. Dy Coll
- Statistical atlas of the U. S. 1914.
- Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems. 1912. 1915.
- Wealth, debt and taxation. 2v. 1913.
- U. S.—Commerce
- Aughinbaugh, W. E. Selling Latin Amer., a problem in international salesmanship; what to sell and how to sell it. 1915. 382Au4
- Clapp, E. J. Economic aspects of the war; neutral rights, belligerent claims and Amer. commerce in the years 1914-1915. 1915. 940C53
- Depew, C. M. One hundred years of Amer. commerce; a history of Amer. commerce by one hundred Americans with a chronological table of the important events of Amer. commerce and invention within the past one hundred years. 2v. in 1. 1895. 609D44R
- Hough, B. O. Ocean traffic and trade. 1914. 387H81
- U. S.—Bureau of corporations. Transportation by water in the U. S. 3v. 1909-10. 387Un32
- U. S.—Bureau of foreign and domestic commerce. Foreign commerce and navigation of the U. S.
- Verrill, A. H. South and Central Amer. trade conditions of today; incl. Mexico, Cuba, Haiti and Dominican Republic. 1914. 382V61
- See also Export trade
- U. S.—Congress
- Biographical congressional directory, 1774-1911. 1913. Dy Coll
- Brown, D. W. Commercial power of congress in the light of its origin. 1910. 380B812
- Congressional record. Daily
- McCall, S. W. Business of Congress. 1911. 328.3M12
- Official congressional directory for the use of the U. S. Congress. Dy Coll
- U. S.—Constitution and government
- Young, J. T. New Amer. government and its work. 1915. 353Y082
- U. S.—Department of commerce
- Monthly list of publications of the Dept. of commerce
- Vocational guidance. 1911. 371.44Un3
- U. S.—Dept. of labor. Annual report of the commissioner of labor; 1893. 1894. Relates entirely to building and loan associations. 331Un3
- U. S.—Diplomatic and consular service.
- Van Dyne, F. Our foreign service; the A B C of Amer. diplomacy. 1909. 327V282

- U. S.—Economic conditions  
 Gregory, M. H. Checking the waste; a study in conservation. 1911. 338G86
- Pinchot, G. Fight for conservation. 1910. 338P65
- Rusmisel, L. C. Industrial-commercial geography of the U. S. 1914. 380R89
- Russell, E. E. Business; the heart of the nation. 1911. 338R91
- Van Hise, C. R. Conservation of natural resources in the U. S. 1910. 338V31
- U. S.—Federal trade commission. See Federal trade commission
- U. S.—Finance. See Finance—U. S.
- U. S.—Gazetteers  
 Description of every place in the U. S. and Canada in which a newspaper is published. (In Amer. newspaper annual and directory.) Dy Coll
- Every post office, railroad station, steamboat landing and U. S. fort in the U. S. and Canada. (In Bullinger's post office, express and freight guide.) Dy Coll
- Index of railway stations on the railway lines of the U. S., Canada and Mexico. (In Official guide of the railways and steam navigation lines.) Dy Coll
- U. S.—Geological survey. N. J. topographic sheets; bound with Geographic dictionary of N. J. by H. Gannett. Federal survey maps bound. Scale 1 mile to 1 inch. 912N461R
- U. S.—Industries  
 Coman, K. Industrial history of the U. S. 1910. 609C73
- Depew, C. M. One hundred years of Amer. commerce; a history of Amer. commerce by one hundred Americans, with a chronological table of the important events of Amer. commerce and invention within the past 100 years. 1795-1895. 609D44R
- McVey, F. L. Modern industrialism; an outline of the industrial organization as seen in the history, industry and problems of England, the U. S. and Germany. 1904. 330.9M25
- Mills, J. M. Searchlights on some Amer. industries. 1911. 600M62
- U. S.—Interstate commerce commission. See Interstate commerce commission
- U. S.—Laws, statutes, etc.  
 Laws of the U. S. concerning money, banking, and loans, 1778-1909; comp. by A. T. Huntington. 1910. (Nat. monetary com.) 332Un34R
- National bank act as amended, the Federal reserve act, etc. 1915. 332.1Un34
- U. S.—National monetary commission. See National monetary commission
- U. S.—Patent office. Official gazette. Monthly
- U. S.—Post-office dept.  
 Street directory of the principal cities of the U. S. 5th ed. 1908. Dy Coll
- U. S.—Railroads. See Railroads—U. S.
- U. S.—Statistics  
 U. S. Bureau of foreign and domestic commerce. Statistical abstract of the U. S. 317Un34R
- U. S.—Bureau of the census. Statistical atlas of the U. S. 1914.
- U. S.—Steamboat inspection service. List of officers of merchant, motor and sail vessels licensed. Dy Coll
- U. S.—Treasury Department  
 Kinley, D. Independent treasury of the U. S. and its relations to the banks of the country. 1910. (Nat. monetary com.) 336.7K62
- U. S.—Treaties, etc.  
 Treaties, conventions, international acts, protocols and agreements between the U. S. of Amer. and other powers, 1776-1913. 3v. 1910-13. 341.2Un3R
- U. S. bank note co. How to organize and equip a modern bank. 1913. 332.1Un33
- U. S. mortgage and trust co. Trust companies of the U. S. Dy Coll
- U. S. paper money. Blake, G. H. 1908. 332.1B58
- U. S. steel corporation  
 Cotter, A. Authentic history of the U. S. steel corporation. 1916. 338C82
- Universal directory of railway officials. Dy Coll
- Universal electrical directory (J. A. Berly's). Dy Coll
- Universal safety standards. Workmen's compensation service bureau, N. Y. 1914. 614.8W89
- Universities. See Colleges and universities
- University of Chicago press. Manual of style. 3d ed. 1911. 655Un32
- Urquhart, C. D. Dues and charges on shipping in foreign and colonial ports. 1910. Dy Coll
- Uruguay  
 Argentine year book; to which is added chapters on the republics of Uruguay and Paraguay. Dy Coll
- Uruguay—Directories. See Directories, Foreign

- Use of loan credit in modern business. Vebben, T. B. 1903. 332.7V49  
 Useful arts. See Manufactures  
 Usher, T. B. Assessor's manual. 1911. 336.2Us3R  
 Duties of collectors under the tax laws of N. J. 1911. 336.2Us31R  
 Usury. See Interest

## V

- Validity of rate regulations, state and federal. Reeder, R. P. 1914. 385R25R

## Valuation

Assessed valuation of property and amounts and rates of levy, 1860-1912. (In U. S. Bureau of the census. Wealth, debt and taxation v. 1)

Leake, P. D. Depreciation and wasting assets and their treatment in assessing annual profit and loss. 1912. 657L47

Floy, H. Valuation of public utility properties. 1912. 385F66

Foster, H. A. Engineering valuation of public utilities and factories. 1912. 657F811

Hayes, H. V. Public utilities; their cost new and depreciation. 1913. 380H32

Hayes, H. V. Public utilities; their fair present value and return. 1915. 380H321

Matheson, E. Depreciation of factories, mines and industrial undertakings and their valuation. 1910. 657M42

Saliers, E. A. Principles of depreciation. 1915. (Ronald accounting ser.) 657Sa3

Whitten, R. H. Valuation of public service corporations; legal and economic phases of valuation for rate making and public purchase. 1912. 351.8W61R

Supplement. 1914. 351.8W6111R

Wyer, S. S. Regulation, valuation and depreciation of public utilities. 1913. 380W97R

See also Public service corporations; Railroads—Valuation; Real estate

Valuation of public service corporations. Whitten, R. H. 1912. 351.8W61R

Supplement. 1914. 351.8W6111R

Valuation of public utility properties. Floy, H. 1912. 385F66

Value of organized speculation. Brace, H. H. 1913. 332B72

VanAntwerp, W. C. Stock exchange from within. 1913. 332.6V26

VanCleve, C. M. Principles of double-entry bookkeeping. 1913. 657V27

- Vandegrift, F. B. & Co. Hand book of the U. S. tariff. 3d ed. 1914. 337V28R  
 Vanderlip, F. A. Business and education. 1907. 304V28  
 VanDeventer, J. H. Handbook of machine shop management. 1915. 621.7V26  
 VanDyne, F. Our foreign service. 1909. 327V282  
 VanHise, C. R. Concentration and control. 1912. 338V311  
 Conservation of natural resources in the U. S. 1910. 338V31  
 VanTuyl, G. H. Complete business arithmetic. 1911. 511V36  
 VanWagenen, A. Government ownership of railways. 1910. 385V38  
 Veblen, T. B. Instinct of workmanship. 1914. 601V49  
 Theory of business enterprise. 1904. 658V49  
 Use of loan credit in modern business. 1903. 332.7V49  
 Vehicle trade—Directories  
 Implement blue book; implement and vehicle directory of the U. S. Dy Coll  
 Velasquez de la Cadena, M. New pronouncing dictionary of the Spanish and English languages. 1909. 463V54R  
 Velvet trade. See Textile trade  
 Venezuela—Directories. See Directories, Foreign  
 Verrill, A. H. South and Central Amer. trade conditions of to-day. 1914. 382V61  
 Vessels. See Shipbuilding; Ships  
 Victoria post office directory. Dy Coll  
 Vidal, E. History and methods of the Paris bourse. 1910. 332.6V66  
 Virgin Islands—Directories. See Directories, Foreign  
 Vocation, Choice of  
 Bird, M. M. Woman at work; a study of the different ways of earning a living open to women. 1911. 396.5B532  
 Blackford, K. M. H. Job, the man, the boss. 1915. 331.8B56  
 Careers for the coming men; practical and authoritative discussions of the professions and callings open to young Americans by W. Reid and others. 1904. 371.44C18  
 Lapp, J. A. Learning to earn; a plea and a plan for vocational education. 371.4L31  
 Münsterberg, H. Vocation and learning. 1912. 371.44M88  
 Palmer, G. H. Trades and professions. 1915. 371.1P18

- Vocation, Choice of—Continued  
 Parsons, F. Choosing a vocation. 1909. 371.44P25  
 Reid, W. A. Young man's chances in South and Central Amer. 1914. 918R27  
 U. S.—Dept. of commerce. Vocational guidance. 1911. 371.44Un3  
 Williams, G. H. Careers for our sons; a handbook to the professions and commercial life. 4th ed. 1914. 371.44W67  
   See also Business; Industrial education; Journalism; Municipal government—City manager plan; Success  
 Vocation and learning. Münsterberg, H. 1912. 371.44M88  
 Vocational education. See Industrial education  
 Vocational guidance. U. S.—Dept. of commerce. 1911. 371.44Un3  
 Vrooman, C. S. Amer. railway problems in the light of European experience. 1910. 385V96
- W
- Waddell, J. A. L. Specifications and contracts. 1908. 620W11  
 Wadsworth, G. B. Principles and practice of advertising. 1913. 659W11  
 Wage earner and his problems. Mitchell, J. 1913. 331.8M691  
 Wagemaker, I. Comprehensive text book on business and office systematizing. 1907. 658W12  
 Wagensesller, G. W. Theory and practice of advertising. 3d ed. 1912. 659W12  
 Wages  
   Emerson, H. Efficiency as a basis for operation and wages. 4th ed. 1914. (Works management lib.) 658.1Em311  
   Gantt, H. L. Work, wages and profits. 2d ed. 1913. (Works management lib.) 331.8G151  
   Mallock, W. H. Nation as a business firm. 1910. 331M2911  
   Moore, H. L. Laws of wages; an essay in statistical economics. 1911. 331.8M78  
   Nearing, S. Income; an examination of the returns for services rendered and from property owned in the U. S. 1915. 331.2N271  
   Nearing, S. Wages in the U. S., 1908-1910. 1911. 331.2N27  
   Ross, J. E. Consumers and wage earners; the ethics of buying cheap. 1912. 331R73
- U. S. Bureau of labor statistics. Wages and hours of labor series. VF  
   See also Cost and standard of living; Economics; Income; Labor and laboring classes; Labor unions; Prices; Profit sharing  
 Wages—Tables  
 Parker, W. W. Salary and wage tables. 1913. 331.2P22R  
 Snow, J. W. Hourly tables of wages; amount computed for any number of hours' labor from 1 hour to 400 hours inclusive at 14 different rates. 1893. 511Sn6  
 Wages in the U. S. 1908-1910. Nearing, S. 1911. 331.2N27  
 Wales—Directories. See Directories, Foreign  
 Wall street  
   Clews, H. Fifty years in Wall street. 1908. 332C591  
   Clews, H. Wall street point of view. 1900. 330C59  
   Conant, C. A. Wall street and the country; a study of recent financial tendencies. 1904. 332C7412  
   Hill, F. T. Story of a street; a narrative history of Wall street from 1644 to 1908. 1908. 917.47H55  
   Nelson, S. A. A B C of Wall street. 1900. (Wall street lib. v. 1) 332N332  
   Pratt, S. S. Work of Wall street. 1912. 332P88  
   See also Brokers; Investments; Speculation; Stock exchange—N. Y. City  
 Wall street library  
   Nelson, S. A. A B C of Wall street. v. 1. 332N332  
   Woodlock, T. F. Anatomy of a railroad report. v. 2. 656W85  
   Crump, A. Theory of stock speculation. v. 3. 332C88  
   Coffin, G. M. A B C of banks and banking. v. 4. 332C65  
   Nelson, S. A. A B C of stock speculation. v. 5. 332N3322  
   Nelson, S. A. A B C of options and arbitrage. v. 6. 332N3321  
 Wall street point of view. Clews, H. 1900. 330C59  
 Walton, S. Auditing. (In Auditing and cost accounts, 1911. pt. 1. Alex. Hamilton inst. Mod. bus. v. II.) 657Au2  
 War and alien enemies. Page, A. 1914. 341P14  
 War and insurance. Royce, J. 1914. 368R81

- War revenue law 1914. Bender's war revenue law 1914. 336.2B43R
- Warburg, P. M. Discount system in Europe. 1910. (Nat. monetary com.) 332W19
- Essays on banking reform in the U. S. 1914. 332.1W19
- Ward, A. Grocer's encyclopedia. 1911. 689W21R
- Warehouses—Directories
- Warehouses and cold storage. (In Thomas' wholesale grocery and kindred trades register.) Dy Coll
- Warner, J. G. B. Defects of fire insurance and the remedy. 1903. 368W24R
- Warren, A. Commercial knowledge. 1901. 658W25
- Warren, C. History of the Amer. bar. 1911. 340W252
- Warren, W. P. Thoughts on business. 2v. 1907. 658W252
- Waste trade—Directories
- Hard and soft silk waste. (In Davison's silk trade.) Dy Coll
- Waste and rag dealers. (In Davison's textile blue book, U. S. and Canada.) Dy Coll
- Waste dealers who handle cotton, wool and silk waste; also manufacturers. (In Davison's hosiery and knit goods trade.) Dy Coll
- Waste rubber dealers of North Amer. and Europe. (In Rubber trade directory of the world.) Dy Coll
- Waste trade publishing co. Dealers' and consumers' directory of the waste trade of the world; containing every dealer, merchant, broker, importer, exporter and consumer. Dy Coll
- Wastes (cotton and woolen), shoddy and extracts, flocks, wholesale rag dealers. (In Official Amer. textile directory.) Dy Coll
- Waste trade publishing co. Dealers' and consumers' directory of the waste trade of the world. Dy Coll
- Water companies. See Public service corporations
- Water supply—Statistics
- Fire departments and water supply; a compilation showing the water supply and fire appliances of the cities, towns and villages of the U. S. and Canada. (In Insurance year book; fire and marine.) Dy Coll
- Watermarks ....
- List of watermarks and brands used in the Amer. paper trade. (In Lockwood's di-
- rectory of the paper and stationery trades.) Dy Coll
- See also Trade marks
- Waterways
- Moulton, H. G. Waterways versus railways. 1912. 386M86
- Shelton, W. A. Lakes-to-the-Gulf deep waterway; a study of the proposed channel, terminals, watercraft freight movement, and rail and boat rates. 1912. 386Sh4
- Smith, R. A. C. Commerce and other business of the waterways of the state of N. Y., their relation to the port of N. Y. and the ports of the world. 1914. 382Sm6R
- See also Canals; Inland navigation; Rivers
- Waterways versus railways. Moulton, H. G. 1912. 386M86
- Waterworks. See Water supply
- Watkins, G. P. Growth of large fortunes. 1907. 338W32
- Watney, C. Industrial warfare. 1913. 331.W32
- Watt, H. J. Economy and training of memory. 1909. 154W34
- Watts, C. J. Cost of production. 1902. 338W34
- Wealth
- Cannan, E. Wealth; a brief explanation of the causes of economic welfare. 1914. 331C16
- Carver, T. N. Distribution of wealth. 1904. 331C25
- Eliot, C. W. Great riches. 1906. 177El4
- Ely, R. T. Property and contract in their relations to the distribution of wealth. 2v. 1914. 331El91
- Estimated valuation of national wealth, 1850-1912. (In U. S. Bureau of the census. Wealth, debt and taxation, v. 1.)
- Hutchinson, A. L. Limit of wealth. 1907. 320H97
- King, W. I. Wealth and income of the people of the U. S. 1915. 331K58
- Mallock, W. H. Nation as a business firm. 1910. 331M2911
- Martin, F. T. Passing of the idle rich. 1911. 331M362
- Mathews, F. Taxation and the distribution of wealth. 1914. 336.2M42
- Myers, G. History of Canadian wealth. 1914. 331M99
- Myers, G. History of the great Amer. fortunes. 3v. 1910. 338M99

## Wealth—Continued

- Russell, C. E. Lawless wealth; the origin of some great Amer. fortunes. 1908. 331R91
- Smith, A. Wealth of nations, a new and condensed ed. 1904. 330Sm511
- Streightoff, F. H. Distribution of incomes in the U. S. 1912. 330St83
- Underwood, J. H. Distribution of ownership. 1907. 331Un2
- Watkins, G. P. Growth of large fortunes; a study of economic causes affecting the acquisition and distribution of property. 1907. 338W32
- Youngman, A. Economic causes of great fortunes. 1909. 338Yo8  
See also Banks and banking; Business; Capital; Capitalists and financiers; Currency question; Economics; Finance; Income; Millionaires; Money; Property; Success
- Wealth of nations. Smith, A. 1904. 330Sm511
- Webner, F. E. Factory costs. 1911. 657W39
- Webster, W. C. General history of commerce. 1903. 380W392
- Weed, S. R. Handbook for fire insurance agents. 2d ed. 1904. 368W41
- Weights and measures
- Easton, H. T. Tate's modern cambist; a manual of foreign exchanges and bullion, with the monetary systems of the world and foreign weights and measures; with chapters on exchange and bullion operation. 25th ed. 1912. 332Ea7R  
See also Metric system
- Weld, L. D. H. Marketing of farm products. 1916. 338.1W45
- Private freight cars and Amer. railways. 1908. 385W45
- Welfare work
- Cadbury, E. Experiments in industrial organization. 1912. 331C11
- Crane, F. Business and kingdom come. 1912. A statement of the human side of the National cash register co. 174C84
- Henderson, C. R. Citizens in industry. 1915. Bibliography. 331.8H381
- Price, G. M. Modern factory; safety, sanitation and welfare. 1914. 331.82P93
- Seager, H. R. Social insurance, a program of social reform. 1915. 331.8Se1
- Tolman, W. H. Social engineering; a record of things done by Amer. industrialists employing upwards of one and one-half million of people. 1909. 331T582  
See also Efficiency, Industrial; Hours of labor; Industrial education; Insurance, Industrial; Labor laws; Profit sharing; Wages
- Welldon, S. A. Digest of state banking statutes. 1910. (Nat. monetary com.) 332.1W45R
- Wellington, A. M. Economic theory of the location of railways. 6th ed. 1906. 625W46
- Wellman, F. L. Art of cross-examination. 1911. 347W46
- Day in court. 1910. 340W46
- West, T. D. Efficient man. 1914. 658.1W52
- West, The—Industries
- Western blue book and buyers reference, containing a list of the constructional, engineering, electrical, mechanical, mill, mining, foundry, iron, steel, quarry, machinery, railroad and kindred industries. Dy Coll
- West, The—Periodicals
- Commercial West; representing banking, western investments, milling and grain, the Northwest, Central Pacific West, the Southwest. Weekly
- West Indies
- Adams, F. V. Conquest of the tropics; the story of the creative enterprises conducted by the United fruit co. 1914. 634Ad1
- West Indies—Directories. See Directories, Foreign
- West Indies—Railroads. See Railroads, West Indies
- Western Australia post office directory. Dy Coll
- Western blue book and buyers reference. Dy Coll
- Western union telegraph co. Internat. cable directory co. comp. Internat. cable register of the world, in conjunction with Western union telegraphic code system. Dy Coll
- Tariff book. Dy Coll
- Western union telegraphic code. 1900. Universal ed. Dy Coll
- Weston, S. F. Principles of justice in taxation. 1903. 336.2W52
- Weston, W. J. Guide to indexing and précis writing. 029W52
- Weyl, W. E. Benefit features of British trade unions. 331.82W54
- What a salesman should know. Taylor, H. C. 1913. 658.9T21

- What an investor ought to know. Lown-  
haupt, F. 1914. 332L951
- What to read on business. Business book  
bureau. 1912. 016.6B96
- Whatley, G. E. S. Accountant's and book-  
keeper's vademecum. 1893. 657W55
- Whelpley, J. D. Trade of the world. 1913.  
380W57
- When railroads were new. Carter, C. F.  
1909. 656C24
- Where and why public ownership has failed.  
Guyot, Y. 1914. 351.8G99
- Where have my profits gone? Gould, M. P.  
1912. 658.23G73
- Where the city gets its money and how it  
spends it. N. Y. city—Dept. of finance.  
1911. 352N483
- Where to buy millinery goods. Millinery  
trade review. Dy Coll
- Whigam, W. H. Bookkeeping and business  
practice. 1910. 657W57
- Whitaker's almanac. 310W58R
- Whitaker's red book of commerce. Dy Coll
- White, H. Money and banking. 5th ed. 1914.  
332W5812
- White, T. R. Business law. 1900. 347W58
- Whittaker, Sir T. P. Ownership, tenure and  
taxation of land. 1914. 333W61
- Whitten, R. H. Regulation of public service  
companies in Great Britain. 1914.  
351.8W611
- Valuation of public service corporations.  
1912. 351.8W61R
- Supplement. 1914. 351.8W611R
- Who's who. Dy Coll
- Who's who in America. Dy Coll
- Who's who in finance. Dy Coll
- Who's who in Germany; Wer ist's? Dy Coll
- Who's who in N. Y. city and state. Dy Coll
- Who's who year book. Dy Coll
- Wholesale prices. See Prices
- Wholesale trade—Accounting. See Account-  
ing—Wholesale trade
- Whom to trust. Earling, P. R. 1890. 658Ea7
- Why is the dollar shrinking? Fisher, I. 1914.  
331.83F54
- Wilbur, M. A. Every-day business for  
women. 1910. 396W64
- Wilcox, D. F. Municipal franchises. 2v.  
1910-11. 352W6412
- Wildman, J. R. Cost accounting. 1911.  
657W64
- Elementary accounting problems. 1914.  
657W641
- Principles of accounting. 1913. 657W6411
- Willard, C. E. A B C of life insurance. 4th  
ed. 1908. 368W662
- Willett, A. H. Economic theory of risk and  
insurance. 1901. 368W66
- Williams, G. H. Careers for our sons. 4th  
ed. 1914. 371.44W67
- Williams, J. B. History of English journal-  
ism to the foundation of the Gazette.  
1908. 070W67
- Williams, L. L. New complete bookkeeping.  
1907. 657W6711
- Williams, W. Practice of journalism. 1911.  
070W672
- Williams' parcel post guide, giving parcel post  
rates from N. Y., Jersey City, Paterson,  
Newark, Elizabeth and all other post  
offices in unit of area No. 767 to every post  
office in the U. S. 1914. 383W672R
- Willis, H. P. Federal reserve. 1915.  
332.1W67
- Wills
- N. J.—Secretary of state. Index of wills,  
inventories, etc., in the office of the Sec-  
retary of state prior to 1901. 3v. 1912-  
13. 347.6N461R
- See also Administration of estates
- Wilson, G. F. House organ—how to make  
it produce results. 1915. 659W69
- Window backgrounds. Cowan, G. J. 1912.  
659C83
- Window displays for druggists. Mason, H. B.  
1910. 659M38
- Window dressing
- Bauer, A. G. Art of window dressing for  
grocers. 1902. 659B32
- Bird, T. A. Art of decorating show win-  
dows and interiors. 1909. 659B53
- Bird, T. A. Hardware window dressing.  
1908. 659B5311
- Byxbee publishing co. One hundred easy  
window trims. 1913. 659B99
- Cowan, G. J. Window backgrounds; a col-  
lection of drawings and descriptions of  
store window backgrounds. 1912. 659C83
- Godinez, F. L. Display window lighting  
and the city beautiful; facts, and new  
ideas for progressive merchants. 1914.  
659G54
- Internat. correspondence schools. Back-  
grounds. 659In811
- Internat. correspondence schools. Dress  
goods; white goods; clothing. 659In8
- Internat. correspondence schools. Miscel-  
laneous merchandise; decorations; collec-  
tions of artistic displays; illumination and  
motion in displays, fixtures and useful  
information; ideas for window decora-  
tions. 659In812

Window dressing—*Continued*

- Internat. correspondence schools. Window trimmers' handbook; a convenient reference book for all person interested in the display of merchandise of all kinds in show windows, show cases and store interiors. 1912. 659In815
- Mason, H. B. Window displays for druggists. 1910. 659M38
- National cash register co. There's money in your show window. 1913. VF
- Soule, R. F. Hardware window advertising; for the merchant and window trimmer; sales making displays from more than 200 leading Amer. hardware stores. 1914. 659So8
- Window dressing. (In Dry goods economist. Store and equipment section.) See also Advertising cards
- Window shade trade—Directories
- Window shade manufacturers. (In Dockham's Amer. report and directory.) Dy Coll
- Window trimmers' handbook. Internat. correspondence schools. 1912. 659In815
- Windward Islands—Directories. See Directories, Foreign
- Winning the trade. Stoll, A. 1913. 658.9St6
- Wise's New South Wales post office directory. Dy Coll
- Wise's New Zealand post office directory. Dy Coll
- Withers, H. English banking system. 1910. (Nat. monetary com.) 332.1W77
- Meaning of money. 1909. 332W77
- Stocks and shares. 2d ed. 1911. 332.6W77
- Wolfe, A. J. Foreign credits. 1913. VF
- Wolfe, S. H. Examination of insurance companies. 1910. 368W832
- Wolff, H. W. Cooperative banking. 1907. 334W83
- Cooperative credit bank handbook. 1909. 334W831
- Wolff, L. H. Law of insurance agency. 1904. 368W83
- Woman—Employment
- Bennett, A. Journalism for women; a practical guide. 1898. 070B43
- Bird, M. M. Woman at work; a study of the different ways of earning a living open to women. 1911. 396.5B532
- Henry, A. Trade union woman. 1915. 396.5H39
- Roche, R. A. B. Salesmanship for women. 2d ed. 1914. 658.9R58
- U. S. Bureau of labor statistics. Women in industry series. VF
- Wilbur, M. A. Every-day business for women. 1910. 396W64
- Woman at work. Bird, M. M. 1911. 396.5B532
- Wood, W. A. Modern business corporations. 1906. 380W85
- Woodlock, T. F. Anatomy of a railroad report and ton-mile cost. 1901. (Wall street lib., v. 2.) 656W85
- Woods, C. E. Organizing a factory. 1905. 658W86
- Organizing a factory. (In Bus. man's lib. v. 6.) 658B962
- Woolen goods trade. See Textile trade
- Woolf, A. H. Short history of accountants and accountancy. 1912. 657W88
- Work and wealth. Hobson, J. A. 1914. 330H6511
- Work of the bond house. Chamberlain, L. 1912. 332.6C351
- Work of Wall street. Pratt, S. S. 1912. 332P88
- Work, wages and profits. Gantt, H. L. 1913. 331.8G151
- Worker and the state. Dean, A. D. 1910. 371.4D34
- Working classes. See Labor and laboring classes
- Working day. See Hours of labor
- Working girls and women. See Woman—Employment
- Working of the railroads. McPherson, L. G. 1907. 385M24
- Workingmen's insurance. See Insurance, Accident; Insurance, Employers' liability; Insurance, Industrial; Insurance, State and compulsory
- Workingmen's insurance in Europe. Frankel, L. K. 1910. 331.82F85
- Workmen's compensation. See Employers' liability
- Workmen's compensation service bureau. Universal safety standards. 2d ed. 1914. 614.8W89
- Works management. See Efficiency, Industrial; Factory management
- Works management. Ennis, W. D. 1911. 658En6
- Works management library
- Church, A. H. Proper distribution of expense burden. 1908. 657C47
- Carpenter, C. U. Profit making in shop and factory management. 1908. 658C22
- Prindle, E. J. Patents as a factor in manufacturing. 1908. 608P93
- Church, A. H. Production factors in cost accounting. 1910. 658C47
- Day, C. Industrial plants. 1911. 621.7D33

- Knoeppel, C. E. Maximum production in machine-shop and foundry. 1911. 658.1K75  
 Hine, C. D. Modern organization. 1912. 658.1H58  
 Gantt, H. L. Work, wages and profits. 1913. 331.8G151  
 Jones, E. D. Business administrator. 1914. 658J71  
 Brinton, W. C. Graphic methods for presenting facts. 1914. 311B77  
 Church, A. H. Science and practice of management. 1914. 658.1C47  
 Emerson, H. Efficiency as a basis for operation and wages. 1914. 658.1Em311  
 Knoeppel, C. E. Installing efficiency methods. 1915. 658.1K751  
 Franklin, B. A. Experiences in efficiency. 1915. 658.1F85  
 World almanac and encyclopedia. 310W89R  
 World trade directory for the promotion of Amer. export trade. U. S. Bureau of foreign and domestic commerce. Dy Coll  
 World's commercial products. Freeman, W. G. 1907. 630F87  
 World's hotel blue book. Dy Coll  
 Wright, H. Contractors' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9.) 650Am3  
 Wrightington, S. R. Tax exempt and taxable investment securities. 1913. 336.2W93  
 Writing an advertisement. Hall, S. R. 1915. 659H14  
 Writing for the press. Luce, R. 1907. 070L96  
 Writing of news. Ross, C. G. 1911. 070R73  
 Wyer, S. S. Regulation, valuation and depreciation of public utilities. 1913. 380W97R  
 Wyman, B. Control of the market. 1911. 347W98  
 Law of railroad rate regulation. 1906. 347B36R
- Y
- Yale insurance lectures. Yale university. 1903-04. 1904. 368Yai  
 Yale readings in insurance  
 Zartman, L. W. Life insurance. 1914. 368Z112  
 Zartman, L. W. Property insurance. 1914. 368Z113  
 Yale university. Yale insurance lectures. 1903-04. 1904. 368Yai  
 Yarn and thread trade. See Textile trade
- Year-books  
 Amer. year book; a record of events and progress. 310Am35R  
 Argentine year book; to which is added chapters on the republics of Uruguay and Paraguay. Dy Coll  
 Australia—Bureau of census and statistics. Official year book of the Commonwealth of Australia. Dy Coll  
 Brooklyn daily eagle almanac; a book of information, general of the world and special of N. Y. city and Long Island. 310B79R  
 Canada year book. Dy Coll  
 Canadian almanac and miscellaneous directory; containing commercial, statistical, astronomical, departmental, ecclesiastical, educational, financial and general information. Dy Coll  
 Chicago daily news almanac and year book. 310C43R  
 China year book. Dy Coll  
 Great Britain—Board of trade. Statistical abstract for the United Kingdom. 310G79R  
 Hawaiian almanac and annual; reference book of information and statistics relating to the territory of Hawaii, of value to merchants, tourists and others. Dy Coll  
 Hazell's annual; a record of the movements of the time. 030H33R  
 Heaton's annual; the commercial handbook of Canada and boards of trade register. Dy Coll  
 International Whitaker; a statistical, historical, geographical and commercial handbook for all nations. 310In8R  
 Japan—Dept. of finance. Financial and economical annual of Japan. 315J27R  
 Japan year book; complete cyclopedia of general information and statistics on Japan and Japanese territories. Dy Coll  
 Laite's commercial blue book for South Africa; a comprehensive book of reference on South African trade. Dy Coll  
 Lloyd's calendar. 527L77R  
 Mexican year book; a financial and commercial handbook compiled from official and other returns. Dy Coll  
 New international yearbook; a compendium of the world's progress. 030In8R  
 New South Wales—Bureau of Statistics. Official year book. Dy Coll  
 Porto Rico. Secretary's office. Register. Dy Coll  
 Russian yearbook. Dy Coll

## Year-books—Continued

South African almanack and reference book; the national South African chronicle gazetteer and yearbook. Dy Coll

South Amer. year book and directory incorporating the South Amer. railway year book, South Amer. annual and South Amer. blue book; containing general information relating to the ten republics of South Amer., British, Dutch and French Guiana, the Panama Canal, the Falkland Islands and Trinidad. Dy Coll

Statesman's yearbook; statistical and historical annual of the states of the world. 310St2R

Tribune almanac and political register. 310T73R

U. S. Dept. of commerce. Statistical abstract of the U. S. 317Un34R

Whitaker's almanac; containing information respecting the government, finances, population, commerce and general statistics of the various nations of the world, with special reference to the British empire and the U. S. 310W58R

Who's who; an annual biographical dictionary with which is incorporated men and women of the time. Dy Coll

Who's who in America; a biographical dictionary of notable living men and women of the U. S. Dy Coll

Who's who in Germany; Wer ist's. Dy Coll

Who's who year book. Dy Coll

World almanac and encyclopedia. 310W89R

See also Directories

Yin Ch'u Ma. See Ma, Yin Ch'u

Young, J. T. New Amer. government and its work. 1915. 333Yo82

Young, T. E. Insurance. 1904. 368Yo8  
Insurance office organization, management and accounts. 658Yo8

Young man's chances in South and Central America. Reid, W. A. 1914. 918R27

Youngman, A. Economic causes of great fortunes. 1909. 338Yo8

Yuille, G. A. Confessions of a trust magnate. 1912. 338Yu9

Yule, G. U. Introduction to the theory of statistics. 1911. 311Yu9

## Z

Zanzibar—Directories. See Directories—Foreign

Zartman, L. W. Investments of life insurance companies. 1906. 368Z

Yale readings in insurance; life insurance. 1914. 368Z11

Yale readings in insurance: property insurance. 1914. 368Z

Zimmerman, T. J. Credits and collect. 1904. 658Z6

Zizek, F. Statistical averages. 1913. 311Z







UNIVERSITY OF CALIFORNIA LIBRARY  
BERKELEY  
**THIS BOOK IS DUE ON THE LAST DATE  
STAMPED BELOW**

Books not returned on time are subject to a fine of  
50c per volume after the third day overdue, increasing  
to \$1.00 per volume after the sixth day. Books not in  
demand may be renewed if application is made before  
expiration of loan period.

NOV 27 1917

NOV 8 1917

FEB 23 1918

APR 18 1918

MAY 3 1918 *dec*

FEB 1 1929

DEC 8 1982

RETD JUL 22 1982

JUL 22 1982

50m-7,16

YD OFFICE

337977

HF5605  
N6

UNIVERSITY OF CALIFORNIA LIBRARY

